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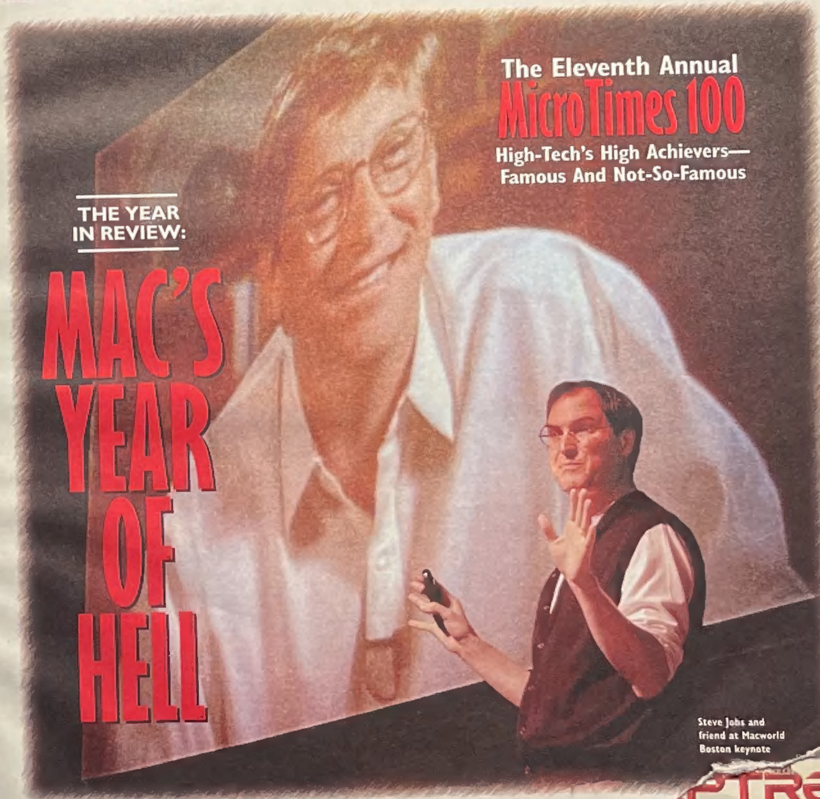

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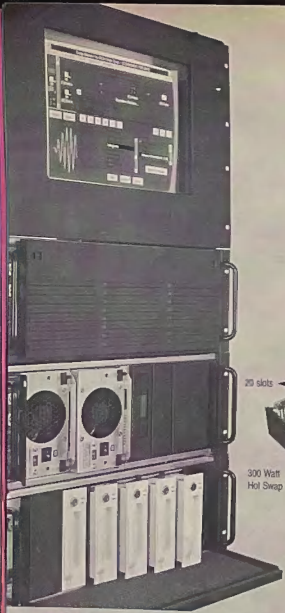

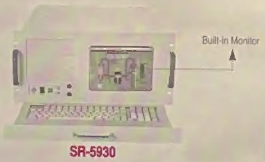

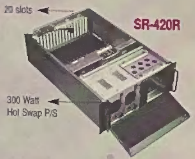

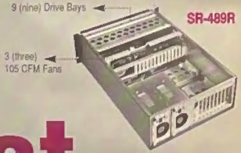

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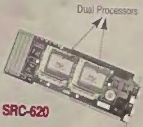

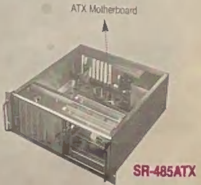

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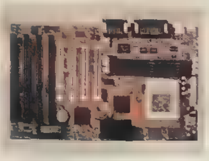

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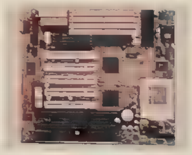

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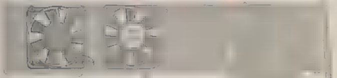

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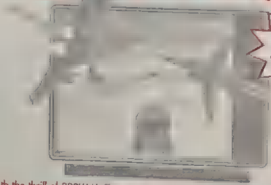

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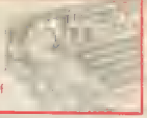

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Introducing the CyberVision C-Series, a family of monitors which offers superb clarity and detail. Using the latest in CRT technology, these powerful displays consistently offer precise, uniform images thanks to a finer dot pitch and wider horizontal scan frequency. Ranging in size from 14" (various viewables) to 19" (various viewables), CyberVision has a display to exceed your expectations.

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✓ Exceptional value for your money.

With every CyberVision display, we promise remarkable images, top quality and strong customer support. Coupled with an exceptional price, CyberVision offers you more value for your money. Call us today to find out where you can purchase your CyberVision display.

Feature	C40	C50	C52	C70	C72	[illegible]
Screen Size	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Dot Pitch	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Maximum Resolution	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Refresh Rate/Resolution	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Horizontal Scan Frequency	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Vertical Scan Frequency	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Display Type	Digital	Digital	Digital	Digital	Digital	Digital
Plug and Play	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Low Radiation	[illegible]	[illegible]	MPR II	MPR II	MPR II	[illegible]
OSD	No	No	No	Yes	No	Yes

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[illegible]

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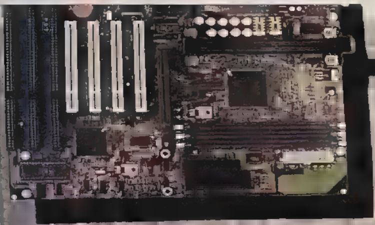
440LX Pentium® II P2XLX A.G.P. Support



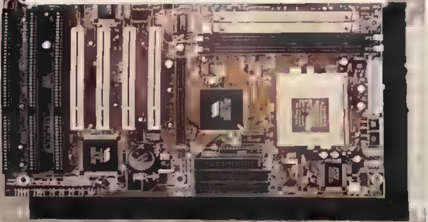
P2XLX

- Accelerated Graphics Port (AGP)
- Support ACPI & OS Directed Power Mgt
- Ultra DMA/33
- Supports Modem Wake-Up/Ring-On
- RTC timer to power on or wake-up the system
- System Temperature, power voltages, fan control
- Intel® LDCM™ support (optional)
- Intel ATX 2.01 compliant
- Wake-On-Lan Ready
- ATX form factor

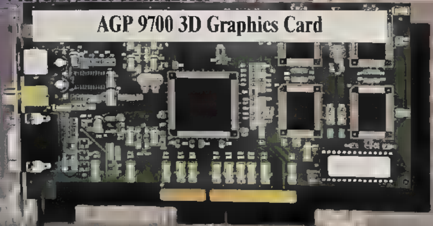
P5XV3

- VIA Apollo 3 AGP system chip set
- 512KB/1MB PBSRAM second level cache
- 2xDIMM 3.3V SDRAM/EDO DRAM
- ECC (Error Checking & Correction)
- Support ACPI
- Monitors Processor Temperature Power Voltages and processor fan control
- Ultra DMA/33MB/sec.
- 2xUSB port, 1xIrDA port
- 4 layers, ATX form factor

Pentium® P5XV3 A.G.P. Support



AGP 9700 3D Graphics Card



AGP 9700 Graphics Card

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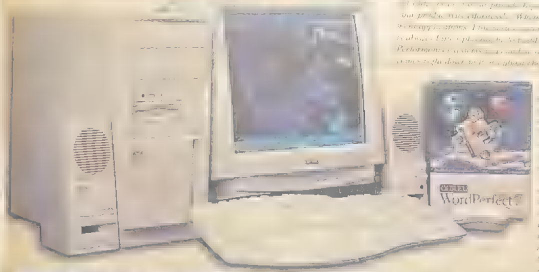

[illegible]

Elite Cyber 3D-128

- 64MB EDO RAM, 512KB Cache
- 1.44MB 3.5" Floppy Drive
- 4.3 Gigabyte Enhanced IDE Hard Drive
- PCI *3D 128 bit Graphics* w/ 2MB (MPEG)
- 17" FST SVGA NI *Digital* Color Monitor
- 24X Speed EIDE CD-ROM Drive
- 56Kbps *Flex2* Fax Modem w/ Voice
- PCI *Wave 64/3D AC-3 Dolby* Sound card
- *SuperWoofer* & Full Range Speakers
- Tower Case, Hi Res Serial Mouse
- High Speed 2 Serial, 1 Parallel & USB ports
- Microsoft Windows '95
- Corel WordPerfect Suite (Word Perfect, Quatro Pro, Corel Presentation, Navigator, SideKick, SideKick, 10,000 Cliparts, 150 types of fonts)
- Windows '95 certified 104-keys Keyboard

# *MTJ7M16*	MMX 166	$ 1208
# *MTJ7M20*	MMX 200	$ 1308
# *MTJ7M23*	MMX 233	$ 1398
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# *MTJ79*	[illegible] P-166	$ 1168
# *MTJ70*	686 P-200	$ 1198

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- 4.3 Gigabyte Enhanced IDE Hard Drive
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- 24X Speed EIDE CD-ROM Drive
- 56 Kbps *Flex2* Fax Modem w/ Voice & Mic
- PCI Wave *64/3D AC-3 Dolby Sound* card
- Tower Case, *SuperWoofer* & Speakers
- High Speed 2 Serial 1 Parallel & USB ports
- Microsoft Windows '95 & Hi Res Mouse
- Corel WordPerfect Suite (WordPerfect Quatro Pro Corel Presentation Navigator 10,000 Cliparts SideKick 150 types of fonts)
- Windows '95 certified 104-keys keyboard

# *MTJ8M16*	MMX 166	[illegible] 1278
# *MTJ8M20*	MMX 200	[illegible] 1378
# *MTJ8M23*	MMX 233	[illegible] 1468
# *MTJ8PII23*	P-II 233	$ 1648
# *MTJ8PII26*	P-II 266	$ 1798
# *MTJ8PII30*	P-II 300	$ 2038
# *MTJ89*	686P-166	[illegible] 1238
# *MTJ80*	686P-200	[illegible] 1268

Elite Super 3D F/X

- 32MB EDO RAM, 512KB Cache
- 1.44MB 3.5" Floppy Drive
- 4.3 Gigabyte Enhanced IDE Hard Drive
- PCI *3D Graphics Accel.* w/ 4MB (MPEG)
- 17" FST SVGA NI *Digital* Color Monitor
- 24X Speed EIDE CD-ROM Drive
- 56Kbps *Flex2* Fax Modem w/ Voice
- PCI *Wave 64/3D AC-3 Dolby* Sound card
- *SuperWoofer* & Full Range Speakers
- Tower Case, Hi Res Serial Mouse
- High Speed 2 Serial, Parallel & USB ports
- Microsoft Windows '95
- Corel WordPerfect Suite (WordPerfect Quatro Pro Corel Presentation Navigator 10,000 Cliparts SideKick 150 types of fonts)
- Windows '95 certified 104-keys Keyboard

# *MTJ2M16*	MMX [illegible]	$ 1168
# *MTJ2M20*	MMX 200	[illegible]
# *MTJ2M23*	MMX 233	$ 1358
# *MTJ2PII23*	P- II 233	$ 1538
# *MTJ2PII26*	P- II 266	[illegible] 1688
# *MTJ2PII30*	P- II 300	[illegible] 1928
# *MTJ29*	[illegible] P-166	[illegible] 1128
# *MTJ20*	686 P-200	[illegible] 1158

Elite DVD-III

- 64MB EDO RAM, 512KB Cache
- 1.44MB 3.5" Floppy Drive
- 6.4 Gigabyte Enhanced IDE Hard Drive
- PCI *3D Graphics Accel.* w/ 4MB (MPEG)
- 17" FST SVGA NI *Digital* Color Monitor
- DVD-ROM Drive & DVD Decoder
- 56 Kbps *Flex2* Fax Modem w/ Voice
- PCI *Wave 64/3D AC-3 Dolby* Sound card
- *SuperWoofer* & Full Range Speakers
- Tower Case, Hi Res Serial Mouse
- High speed 2 Serial, 1 parallel & USB port
- Corel WordPerfect Suite (WordPerfect Quatro Pro, Corel Presentation Navigator Sidekick 10,000 Cliparts, 150 types of fonts)
- Windows '95 certified 104-keys Keyboard

# *MTJ3M16*	MMX 166	$ 1468
# *MTJ3M20*	MMX 200	[illegible] 1568
# *MTJ3M23*	MMX 233	$ 1658
# *MTJ3PII23*	P- II 233	$ 1838
# *MTJ3PII26*	P- II 266	[illegible] 1988
# *MTJ3PII30*	P- II 300	$ 2228
# *MTJ39*	[illegible] P-166	$ 1428
# *MTJ30*	686 P-200	[illegible] 1458

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- 32MB EDO RAM, 512KB Cache
- 1.44MB 3.5" Floppy Drive
- 3.0 Gigabyte Enhanced IDE Hard Drive
- PCI 64 Graphics Accel. w/2MB (MPEG)
- 15" FST SVGA .28dp *Digital* Color Monitor
- 24X Speed EIDE CD-ROM Drive
- Int 33.6Kbps Fax Modem w/ Voice
- *Wave 32/3D Surround* Sound card
- Tower Case, Amplified 80 Watts Speakers
- High Speed 2 Serial, 1 Parallel & USB ports
- Cyber 7 CD Deluxe (Educ. & Entertain.) &
- Groiler's Encyclopedia (Vast reference)
- Microsoft Windows '95 & Hi Res Mouse
- Windows '95 certified 104-keys Keyboard

# *MTJ59*	[illegible] P-166	[illegible] 828
# *MTJ50*	686 P-200	[illegible] 858
# *MTJ5M16*	MMX 166	[illegible]
# *MTJ5M20*	MMX 200	[illegible] 968
# *MTJ5M23*	MMX 233	$ 1058
# *MTJ5PII23*	P-II 233	$ 1238
# *MTJ5PII26*	P-II 266	[illegible] 1388
# *MTJ5PII30*	P-II 300	$ 1628

Elite Office Media Pro

- 64MB EDO RAM, 512KB Cache
- 1.44MB 3.5" Floppy Drive
- 4.3 Gigabyte Enhanced IDE Hard Drive
- PCI *3D Graphics Accel.* w/2MB (MPEG)
- 15" FST SVGA .28dp *Digital* Color Monitor
- 24X Speed EIDE CD-ROM Drive
- 56Kbps *Flex2* [illegible] Modem w/ Voice
- *Wave 32/3D Surround* Sound card
- Tower Case, Amplified 80 Watts Speakers
- High Speed 2 Serial 1 Parallel & USB Ports
- Microsoft Windows '95 & Hi Res Mouse
- Corel WordPerfect Suite (WordPerfect Quatro Pro, Corel Presentation, Navigator 10,000 Cliparts SideKick 150 types of fonts)
- Windows'95 certified 104-keys Keyboard

# *MTJ99*	686P-166	$ 938
# *MTJ90*	686P-200	$ 968
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# *MTJ9M20*	MMX 200	$ 1078
# *MTJ9M23*	MMX 233	$ 1168
# *MTJ9PII23*	P-II 233	$ 1348
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- Macintosh compatible

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- 17" Trinitron CRT (16.0" [illegible] image size)
- Super Fine 0.25mm Aperture [illegible] Pitch
- [illegible] [illegible] Technology supports [illegible] pc
- PC [illegible] up to 1280x1024 [illegible] [illegible]
- On-screen digital [illegible]
- Vertically [illegible] short-neck CRT design
- Macintosh compatible

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- PC resolutions up to 1280x1024 @ 60Mhz
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- Active Signal Correction(tm) for automatic sizing & centering
- Advanced, On-screen digital controls
- Macintosh compatible

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- 20" Trinitron CRT (19.0" viewable image size)
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- Digital Multiscan technology
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- Windows 95 "plug and play", ACCESS bus compliant
- (DDC 2AB)
- TCO '92 compliant

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[illegible] [illegible] Desktop Publishing, Multimedia, and home [illegible] [illegible]

- [illegible] Trinitron CRT (19.0" [illegible] image size)
- [illegible] Multiscan technology to [illegible] [illegible] PC and [illegible] [illegible]
- Supports resolution up to [illegible] x [illegible] [illegible]
- [illegible] [illegible] [illegible] [illegible] digital controls
- ACCESS.bus [illegible] (DDC-2AB)
- Windows 95, "plug and play"

$1139

Multiscan® 400PS

- 19.0" Trinitron CRT (18.0" viewable image size)
- Super Fine 0.25mm Aperture Grille Pitch
- 40%-50% Flatter CRT Design
- Digital Multiscan Technology supports multiple pc
- PC resolutions up to 1280x1024 @60Mhz
- Active Signal Correction(tm) for automatic sizing & centering
- Advanced, On-screen digital controls
- [illegible] [illegible]

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Multiscan® 500PS

- 21" Trinitron CRT (19.8" viewable image size)
- Super Fine 0.25mm Aperture Grille Pitch
- 40%-50% Flatter CRT Design
- Digital Multiscan Technology supports multiple pc
- PC resolutions up to 1280x1024 @60Mhz
- Active Signal Correction(tm) for automatic sizing & centering
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1080	P166MMX	16MB/33 6K	1 4GB+10X	12 1TFT	$2999
1210	P150MHz	16MB/33 6K	1 4GB+14X	12 1DSCAN	$1820
1610	P150MMX	16MB/56K	1 6GB+14X	12.1DSCAN	$1999
1620	P166MMX	16MB/56K	2 1GB+20X	12 1DSCAN	$2260
1680	P200MMX	32MB/56K	2.1GB+20X	12 1TFT	$3380

[illegible]

Model	Processor	Ram	HD/CD	Screen	Price
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1550DMT	P133MHz	16MB/33.6K	1.4GB+10X	12 1TFT	$2030
1585DMT	P150MMX	16MB/33.6K	2.1GB+12X	12.1TFT	$2499
1590DMT	P166MMX	16MB/33.6K	2.1GB+20X	12.1TFT	$3099
7710MT	P150MMX	16MB/33 6K	1.6GB	12.1TFT	$1940
7770DMT	P233MMX	32MB/33 6	3.0GB+20X	12.1TFT	$3750

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P2-266 .... $1945
P2-300 .... $2180

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- 24X IDE CD-ROM Drive
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- Sound Blaster 16-Bit Sound Card Compatible
- 56K x2 Internal Fax Modem
- Microsoft Windows 95 Software
- Serial Mouse

MMX 166 .... $1089
MMX 200 .... $1179
MMX 233 .... $1285

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70CDLIBRTO	P-120MHz	16MB	1 5MB	6 1TFT	$1899
220CDS	P133MMX	16MB	1 4GB+10X	12 1DSTN	$1585
445CDX	P133MMX	16MB	1 33GB+10X	13 1FastScan	$1699
445CDT	P133MMX	6MB	1 34GB+10X	12 1TFT	$2199
460CDT	P166MMX	32MB/33 6K	2.02GB+10X	12 1TFT	$2099
P300CT	P133MMX	32MB/33 6K	1 51GB	10 4TFT	$2799
650CT	P133MHz	16MB/28 8K	1.26GB	11 3TFT	$2075
660CDT	P150MHz	16MB/28 8K	1 35GB+10X	11 3TFT	$2499
510CDT	P133MHz	16MB/28 8K	2 1GB+10X	12 1TFT	$2299
520CDT	P166MMX	32MB/33 6K	2 02GB+10X	12 1TFT	$2999
530CDT	P166MMX	32MB/33 6K	2 02GB+10X	12 1TFT	$3199
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TP560E	P-150MMX	16MB	2.1GB	11 3" DSCAN	$2099
TP560E	P-166MMX	16MB	2 1GB	12.1" TFT	$3575
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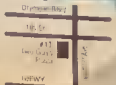

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The Eleventh Annual MicroTimes 100

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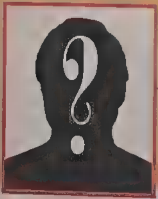

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Jim Warren (*jwarren@well.com*) organized the First Conference on Computers, Freedom & Privacy (1991), and led the 1993 citizen effort putting state legislation and statutes on the Internet. He served on the 1995 state Secretary of State's Electronic Filings Advisory Panel seeking online campaign finance disclosures and on the state Senate's Task Force on Electronic Access to Public Records until resigning in protest in June, 1997.

Warren is one of the named plaintiffs in the constitutional challenge against the Communications Decency Act, that was overturned in June, 1997, by the U.S. Supreme Court.

He founded InfoWorld, was founding host of PBS' *Computer Chronicles*, founding editor of *Dr. Dobb's Journal* and served half a decade on the Board of Directors of Autodesk, Inc.

He has received the Hugh M. Hefner First Amendment Award (1994), James Madison Freedom-of-Information Award from the Society of Professional Journalists—Northern California (1994), the Electronic Frontier Foundation Pioneer Award (1992, its first year) and the John Dvorak Lifetime Achievement Award (1995).

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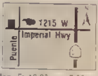

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Pentium MMX [illegible] w/ M B	$259 99
Pentium MMX 233 w/ TX M.B	$345 99
Pentium 133 MHz w/ M.B	$149 99
Pentium 166 MHz w/ M B	$159 99
Pentium 200 MHz w/ M.B	$199 99
Cyrix MX 166 w/ M.B.	$139 99
Cyrix MX 200 w/ M.B.	$149 99
Cyrix MX 233 w/ M.B.	$299.99
AMD K5 100 w/ M B.	$118.99
AMD K5 150 w/ M B	$135.99
AMD K5 166 w/ M B	$146 99
MMX AMD K6-166 w/ M.B.	$185.99
MMX AMD K6-200 w/ M.B.	$219 99
MMX AMD K6-233 w/ M.B	$259 99

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4 0 GB EIDE	$169 99
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4 3 GB Quantum	$214 99
6 4 [illegible] Quantum	$289 99
4.3 GB Maxtor	$199 99
5.1 GB Maxtor	$228.99
7 0 GB Maxtor	$299 99
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4.3 GB IBM 512k	$224 99
6.4 GB IBM 512k	$279 99
8.4 GB 512k	$348 99
SCSI HDD	$Call
Zip Drive [illegible] [illegible] internal EIDE	$85 99

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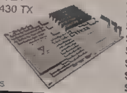
Pentium MMX 200	$799
Pentium MMX 233	$879
AMD MMX K6-200	$769
AMD MMX K6-233	$799
Cyrix M2-200C	$689

Internet ready
motherboard w/ 512k Cache
32 MB SDRAM 10 nS
1 44MB FDD,
3.2 GB EIDE HDD
14" SVGA .28 NI Color Monitor
Diamond Stealth 64 PCI Video Card
[illegible] Digital tower
24X EIDE COROM, Speakers
32 bit PnP audio system
33.6 FAX MODEM, mouse
Win95 K.B.

[illegible] [illegible] K6 233 **$799**

Limit [illegible] *per customer While supplies last*

Motherboards



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SONY 2x8 CD recorder kit	$299.99
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Motherboard w/ 512k cache
16 MB EDO RAM, 1.3 GB EIDE HDD
1 44 MB FDD,
PCI SVGA Windows accelerator
14" SVGA 28 NI Color Monitor
MSC Digital case, 104 Win95 keyboard

Cyrix MX-200	$479
AMD K6-200	$559
AMD K6-233	$599
Pentium 166MHz	$479
MMX Pentium 166MHz	$499
MMX Pentium 200MHz	$589

MMX 166 $499

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[illegible] EDO **$21.99**

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[illegible] MB 72 pin /EDO	$179.99/$169.99
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SDRAM 168 pin DIMM 64 MB 10 nS	$159 99
SDRAM 168 pin DIMM 128 MB 10 nS	[illegible]

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✓ Intel Pentium [illegible]cessor
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✓ 2.1 GB HDD
✓ 256k (pipeline burst) cache
✓ 1 serial & 1 parallel port
✓ 2 MB EDO SVGA card
✓ Built in touchpad
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✓ 16 bit wave table sound
✓ carrying case
✓ Li ion NiMH battery
✓ AC-DC adapter
✓ MS Win95

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MMX 200 MHz	$1,599	$2,099

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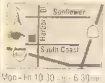

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Fax [redacted] Voice
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56k $64.99

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[redacted]
w/ Voice
33.6k $89[redacted]
[redacted] $125.99

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4 GB Hard Drive
$169.99

Cyrix MX-200C Motherboard w/ 512k Cache
$[redacted]99

[redacted]
$49.99

[redacted]
Conferencing w/ TV T[redacted]
$89.99

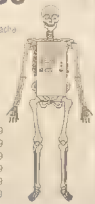
Flatbed [redacted]
$95.99

[redacted]
[redacted] PPM $199.99

Barebone Systems

Cyrix [redacted] $359.99

- Motherboard w/ 512k cache
- 16MB EDO RAM
- 1.3 GB HDD
- 1.44MB FDD
- SVGA Window Acc
- Digital Case
- Keyboard



P 166	$359 99
K6 166	$389 99
K6 200	$429 99
MMX 166	$379 99
MMX 200	$459 99
MX 200C	$359 99

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Cannon BJC 250 Color	$148 99
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- **Internet ready**
- Asus P2L97 intel 440LX chipset (for Pentium II)
  Tyan Tiger 2 LX chip set (for dual Pentium II)
  TX Chipset (for Pentium)
- 64 MB SDRAM / EDO RAM*
- 5.1 GB ULTRA ATA
- Diamond Stealth 3D w/ 4 MB
- 105 Win95 keyboard [redacted] mouse
- 32X CD-ROM
- Sound Blaster AWE 64
- 390 Watt Subwoofer speaker system
- 500 CD Titles
- 56k Fax MODEM w/ Voice
- Digital tower case
- 1.44 MB FDD
- [redacted] Hi speed serial. 1 parallel port

intel.	PII Klamath 233	$1,299
	PII Klamath 266	$1,459
	PII Klamath 300	$1,695
	Dual PII 233 (w/ [redacted] CPU's)	$1,759
	Dual PII 266 (w/ [redacted] CPU's)	$2,069
	Dual PII 300 (w/ 2 CPU's)	$2,499
	[redacted] Pentium 166	$949
	MMX Pentium 200	$1,039
	[redacted] Pentium 233	$1,129
AMD	MMX K-6 200	$999
	MMX K-6 233	$1,059

PII 233
$1,299

Monitor not included

Microsoft Windows95 $98.99 w/ system purchase

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- 32 MB SDRAM 10 nS
  (6 times faster than regular EDO RAM*
- 4.3 GB EIDE HDD
- 1.44 MB FDD
- Diamond Stealth Video Graphics
- 56k Voice Fax MODEM w/ Voice ASVD
- 24x CD ROM
- 32 bit Full duplex PnP audio system
- Amplified speakers
- 500 CD titles
- 17" SVGA .28 dp NI monitor
- Digital case
- Win95 keyboard w/ arm rest

[redacted] 233 MHZ
$1,069

intel.	* PII Klamath 233	$1,279
	* PII Klamath 266	$1,439
	* PII Klamath [redacted]	$1,669
	MMX 166	$979
	MMX 200	$1,068
	[redacted]	$1,149
AMD	MMX K6 166	$999
	[redacted] K6 200	$1,029
	MMX K6 [redacted]	$1,069
Cyrix	MX-200C	$959

U Asked 4 It!

- **Internet ready**
- TX chipset motherboard
  w/ 512k pipeline burst chache
  supports Ultra DMA HDD up to 33 MB/S
- 2.1 GB EIDE HDD
- 32 MB EDO [redacted]
- [redacted] Fax MODEM w/ Voice
- 1.44MB FDD
- 24x CD-ROM
- Full duplex PnP sound system w/ [redacted] speakers
- Diamond Stealth w/ [redacted] MB EDO
- Super digital case
- Win 95 105 turbo keyboard
- 14" SVGA .28 NI Color Monitor

MX 200C $679

AMD	MMX K6-166	$709
	MMX K6-200	$759
	MMX K6-233	$789
intel.	P-166	$679
	MMX 166	[redacted]
	MMX 200	$779
	[redacted] 233	$869
	Klamath PII 233	$999
	Klamath PII 266	$1,159
	Klamath PII 300	$1,369
Cyrix	[redacted]	$659
	MX 200C	$679
	MX 233C	$859

After Christmas Sale

Internet Ready – Multimedia System – w/ Fax MODEM

- **Internet ready system**
- 32 [redacted] high performance EDO RAM
- 2.1 GB EIDE HDD
- Voice Fax MODEM built-in
  w/ speaker & software controllable volume
- PCI Graphics accelerator video
- 24x EIDE CD-ROM
- Yamaha 3D Full duplex PnP Sound System
- 500 CD Titles
- 80W power amplified speakers
- Digital tower 1.44MB FDD
- Win 95 105 [redacted]

Cyrix MX-166C $495

intel.	[redacted] 166	$549
	MMX [redacted]	$629
AMD	K6-166	$549
	K6-200	$589
	K6-233	$649
	MX-166C	$495
	MX-200C	$529

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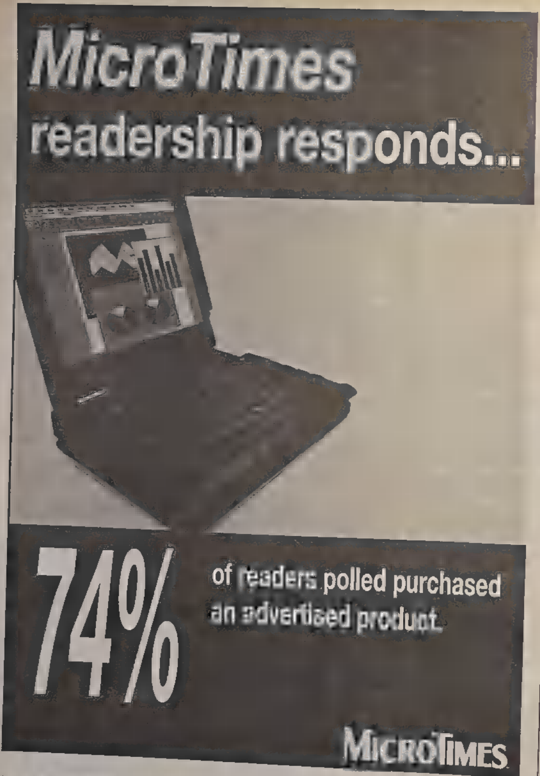

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Intel Pentium II [illegible] $2,432

- Suave Medium ATX Tower
- Intel 440LX Chipset ATX
- 64MB SDRAM Memory
- 17" .28mm Monitor
- 4.3GB Ultra DMA Hard Drive
- ***TOSHIBA 32X CD-ROM***
- 3.5" 1.44MB Floppy Drive
- 4Q Subwoofer System
- Sound Blaster AWE64 Value
- Matrox Millennium II 3D 4MB WRAM
- US Robotics 56K Modem w/Voice, Int.
- Microsoft IntelliMouse
- 104-Key Enhanced Keyboard
- Microsoft Windows '95 CD

intel inside pentium II

Intel Pentium II 266	$2,224
Intel Pentium II 233	$2,084

SCHOOL SERIES

AMD-K6 [illegible] $1,145

- Mini-Mid Tower
- Intel 430TX Chipset
- 512K L2 Pipelined Burst Cache
- 32MB SDRAM Memory
- 15" .28mm Monitor
- 2.1GB Hard Drive
- 24X CD-ROM
- NE2000 Network Card
- 3.5" 1.44MB Floppy Drive
- 100W Stereo Speakers
- ESS 1869 3D Sound Card
- Matrox Mystique II 220 3D 4MB
- 33.6 Fax Modem w/Voice, Int.
- 3-Button Serial Mouse
- 104-Key Enhanced Keyboard
- Microsoft Windows '95 CD

intel inside pentium

AMD K6

Intel Pentium 166MMX	$1,095
Intel Pentium 200MMX	$1,187
Intel Pentium 233MMX	$1,276

GRAPHIC SERIES

Intel Pentium 233MMX $1,831

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- 512K L2 Pipelined Burst Cache
- 64MB SDRAM Memory
- 17" .28mm Monitor
- 7.0GB Ultra DMA Hard Drive
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- 3.5" 1.44MB Floppy Drive
- 4Q Subwoofer System
- Sound Blaster AWE64 Value
- Matrox Mystique [illegible] 220 [illegible] 4M
- 56K Rockwell Chipset Modem w/Voice, Int.
- 3-Button Serial Mouse
- 104-Key Enhanced Keyboard
- Microsoft Windows '95 [illegible]

intel inside pentium

AMD K6

[illegible] K6-200	$1,700
AMD K6-233	$1,842
Intel Pentium 200 [illegible]	$1,755

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BUDGET SERIES

Intel Pentium [illegible] $998

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- 24X CD-ROM
- 3.5" 1.44MB Floppy Drive
- 100W Stereo Speakers
- ESS 1869 [illegible] Sound Card
- S3 Virge 23D VGA [illegible]
- 33.6 Fax Modem w/Voice, Int
- 3-Button Serial Mouse
- 104-Key Enhanced Keyboard
- Microsoft Windows '95 CD

intel inside pentium

AMD K6

[illegible] K6-200	$955
Intel Pentium 166MMX	$906

GAME SERIES

Intel Pentium 200MMX $1,479

- Suave Medium AT Tower
- Intel 430TX Chipset AT
- 512K L2 Pipelined Burst Cache
- 3[illegible] SDRAM Memory
- 17" .28mm Monitor
- 3.2GB Ultra DMA Hard Drive
- ***TOSHIBA 32X CD-ROM***
- 3.5" 1.44MB Floppy Drive
- 4Q Subwoofer System
- Sound Blaster AWE64 Value
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- 33.6 Fax Modem w/Voice, Int.
- 3-Button Serial Mouse
- 104-Key Enhanced Keyboard
- Microsoft Windows '95 CD

intel inside pentium

[illegible] K6

[illegible] K6-200	$1,436
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Intel Pentium 233MMX	$1,567

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PANASONIC 24X CD-ROM	82
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AMD K-6 PR233 MMX	350
Cyrix 6X86 166 MX	105
Cyrix 6X86 200 MX	120
Cyrix 6X86 233 MX	CALL
INTEL PENTIUM® 150MHZ	105
INTEL PENTIUM® 166MHZ	145
INTEL PENTIUM® 200MHZ	220
INTEL PENTIUM® 166MHZ MMX	135
INTEL PENTIUM® 200MHZ MMX	230
INTEL PENTIUM® 233MHZ MMX	319
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QUANTUM SCSI UW [redacted] 5GB	590
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WESTERN DIGITAL IDE 2 5GB	175
WESTERN DIGITAL IDE 3.1GB	189
WESTERN DIGITAL IDE 4.0GB	195
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MAXTOR IDE 5 1GB	249
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*MS WINDOWS NT WORKSTATION	CALL
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YAMAHA 16BIT 3D WAVE TABLE [redacted]	$16
SOUND BLASTER [redacted] [redacted]	[redacted]
SOUND BLASTER AWE64 PNP	[redacted]
SOUND BLASTER [redacted] [redacted] Gold	[redacted]

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YAMAHA SPEAKERS YST M-15 10W	[redacted]
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[redacted] MEGA ZIP DRIVE 100 [redacted] INT [redacted]	100

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(64M/7.0GB/32X/17"/56.6K)

- Intel Pentium II Processor
- ASUS ATX Intel [redacted] LX Chipset Motherboard
- 64MB SDRAM
- 7.0GB EIDE Hard Drive
- PCI EIDE Ctrl (up to [redacted] Devices)
- AGP 4 MB Sgram
- 32X EIDE CD-ROM
- Creative Labs Soundblaster AWE 64
- Subwoofer w/PowerSpeaker
- Desktop Microphone
- 56.6 X2 Fax Modem,Plug&Play w/Voice Mail,Internet Ready
- 17"Cybervision NI [redacted] SVGA Color Monitor "Made in Japan"
- 1.44MB Floppy Drive
- High Speed I/O Port 2S,1P,1G
- PS/2 Keyboard for WIN '95 104-K
- ATX Medium Tower Case,7-Bay
- PS/2 High Resolution Mouse
- Microsoft® Windows '95 Pre-installed w/Manual,CD

#6010 Pentium II®300:	$2428
#6011 Pentium II®266:	$2190
#6012 Pentium II®233:	$2045

[redacted]stem

(32M/3.5GB/24X/17"/33.6K)

- Intel Pentium II Processor
- ATX Intel 440 LX Chipset Motherboard
- 32MB SDRAM
- 3.5GB UIDE Hard Drive
- PCI EIDE Ctrl (up to 4 Devices)
- Diamond Stealth 3D SVGA w/4MB DRAM w/MPEG
- 24X EIDE CD-ROM
- Creative Labs Soundblaster 16 BIT
- [redacted] Watt Power Stereo Speaker
- 33.6 Fax Modem, Plug&Play w/Voice Mail,Internet Ready
- 17" NI .28 SVGA Color Monitor
- 1.44MB Floppy Drive
- High Speed I/O Port 2S,1P,1G
- PS/2 Keyboard for WIN '95 104-K
- ATX Medium Tower Case,7-Bay
- PS/2 High Resolution Mouse
- Microsoft® Windows '95 Pre-installed w/Manual,CD

#6021 Pentium II®300:	$1980
#6022 Pentium II®266:	$1745
#6023 Pentium II®233:	$1578

Multimed[redacted]

(64M/7.0GB/32X/17"/56.6K)

- Triton TX Motherboard, Support MMX™ Technology, [redacted] BIOS
- 512K Pipelined Burst Cache
- 64MB EDO [redacted] (Max 128MB)
- 7.0GB EIDE Hard Drive
- PCI EIDE Ctrl (up to [redacted] Devices)
- Diamond Stealth 3D [redacted] w/4MB VRAM w/MPEG
- 32X EIDE CD-ROM
- Creative Labs Soundblaster AWE [redacted]
- Yamaha YST [redacted] Power Speakers
- DesktopMicorphone
- 56.6 [redacted] Fax/Modem,Plug&Play V.34 w/Voice Mail,Internet Ready
- 17"NI.28 [redacted]A Color Monitor
- 1.44MB Floppy Drive
- High Speed [redacted] Port 2S,1P,1G
- Keyboard for [redacted] '95 104-K
- Medium Tower Case, 7-Bay
- 3-Button High Resolution Mouse
- [redacted] Windows '95 Pre-installed w/Manual,CD

#6031 Pentium® MMX 233	$1165
[redacted] Pentium® MMX 200	$1649
[redacted] Pentium® MMX 166	$1555
[redacted] 6X86 [redacted] MX:	$1530
[redacted] 6X86 166 MX:	$1515
[redacted] AMD K-6 233 MMX	$1799
[redacted] AMD K-6 200 MMX	$1615
#6038 AMD K-6 166 MMX	$1565

[redacted]

(32M/3.5GB/24X/15"/33.6K)

- Triton TX Motherboard, Support MMX™ Technology, PNP [redacted]
- 512K Pipelined Burst Cache
- [redacted] SDRAM
- 3.5GB EIDE Hard Drive
- PCI EIDE Ctrl (up to 4 Devices)
- Diamond Stealth 3D SVGA [redacted] w/MPEG
- 24X EIDE CD-[redacted]
- Yamaha [redacted] Wavetable Stereo 128s [redacted] Sound card
- 170 [redacted] Power Stereo Speakers
- 33.6 Fax/Modem,Plug & Play,V34 w/Voice Mail,Internet Ready
- 15"NI.28 SVGA Color Monitor
- 1.44MB Floppy Drive
- High Speed I/O Port 2S,1P,1G
- Keyboard for WIN '95 104-K
- MiniTower Case, 7-Bay
- 3-Button High Resolution Mouse
- [redacted] Windows '95 Pre-installed w/Manual, CD

[redacted] Pentium® MMX 233	$1170
[redacted] Pentium® [redacted] 200	$1080
[redacted] Pentium® MMX [redacted]	$990
[redacted] 6X86 200 MX:	$989
#6045 6X86 166 MX:	$955
#6046 AMD K-6 [redacted] MMX:	$1225
#6047 AMD K-6 200 MMX:	$1055
[redacted] AMD K-6 166 MMX	$999

[redacted] Workstation

(16M/1.7GB/24X/14"/33.6K)

- Triton TX Motherboard, Support MMX™ Technology, PNP BIOS
- 512K Pipelined Burst Cache
- 16MB EDO RAM (Max [redacted])
- 1.7GB EIDE Hard Drive
- PCI EIDE Ctrl (up [redacted] 4 Devices)
- [redacted] Bit PCI SVGA 2MB EDO [redacted] w/MPEG
- 24X EIDE CD-ROM
- Yamaha [redacted] Wavetable Stereo 128s IDE Sound card
- 100 Watt Power Stereo Speakers
- 33.6K Modem, PNP, V.34 w/voicemail, Internet ready
- 14"NI.28 SVGA Color Monitor,
- 1.44MB Floppy Drive
- High Speed I/O Port 2S,1P,1G
- Keyboard for WIN [redacted] 104-K
- Mini Tower Case, 5-Bay
- 3-Button High Resolution Mouse
- Microsoft® Windows '95 Pre-installed w/Manual,CD

#6051 Pentium® MMX 200	$885
#6052 Pentium® MMX 166	$795
#6053 6X86 200 MX	$789
#6054 [redacted] 166 MX	$755
#6055 AMD K-6 200 MMX	$860
#6056 [redacted]MD K-6 166 MMX	$799

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Model	Processor	Ram	HD	Screen	Price
ThinkPad 380	Pent-™/150	16MB	1.08GB	12.1 Dual Scan	$1,634
[redacted]	Pent-™/150	16MB	1.35GB+8X	12.1 Dual Scan	$1,904
[redacted]	Pent-™/150MMX	16MB	2.1GB+8X	12.1 Active	$2,758
ThinkPad [redacted]	Pent-™/150MMX	16MB	2.1GB	12.1 FRSTN	$2,002
ThinkPad [redacted]	Pent-™/166MMX	16MB	2.1GB+8X 20X	12.1 FRSTN	$2,457
[redacted] 380ED	Pent-™/166MMX	16MB	3.0GB+8X 20X	12.1 Active	$3,448
[redacted]	Pent-™/166MMX	16MB	5.1GB+8X-20X	12.1 Active	$3,823
ThinkPad [redacted]	Pent-™/133	8MB	2.1GB	11.3 Dual Scan	$1,632
ThinkPad 560	Pent-™/150MMX	16MB	2.1GB	Dual Scan	$2,502
[redacted]	Pent-™/133	8MB	2.1GB	12.1 Active	$2,720
ThinkPad [redacted]	Pent-™/166MMX	16MB	2.1GB	12.1 Active	$3,635
ThinkPad [redacted]	Pent-™/166MMX	32MB	3.0GB+8X	12.1 Active	$4,216
[redacted] 760XD	Pent-™/166MMX	16MB	2.1GB	12.1 Active	$3,423
ThinkPad 760XL	Pent-™/166MMX	32MB	2.1GB	12.1" Active	$3,754
[redacted]	Pent-™/166MMX	32MB	3.0GB+8X	13.3" Active	$5,240
[redacted] 765L	Pent-™/166MMX	32MB	3.0GB	13.3" Active	$4,897
ThinkPad [redacted]	Pent-™/233MMX	32MB	4.0GB	13.3" Active	CALL
[redacted] 770	Pent-™/233MMX	32MB	4.0GB	13.3" Active	CALL
ThinkPad [redacted]	Pent-™/233MMX	32MB		13.3" Active	CALL
[redacted] 770	Pent-™/233MMX	32MB	3.2GB	13.3" Active	CALL

Hitachi Notebook Computers

Model	Processor	Ram	HD	Screen	Price
[redacted]	Pentium™/1[redacted]	[redacted]	1.4GB+20X	12.1" Dual Scan	$1,693
[redacted]	Pentium™/133MMX	[redacted]	1.4GB+10X	12.1" Active Clr	$2,088
7360	Pentium™/166	32MB	2.2GB+10X	12.1" Active Clr	$3,098
[redacted]	Pentium™/166	32MB	3.2GB+10X	13.3" Active Clr	$4,128
7580	Pentium™/233MMX	[redacted]	3.2GB+20X	13.3" Active Clr	$5,148

COMPAQ Laptops

Model	Processor	Ram	HD	Screen	Price
[redacted]	Pent-™/133	16MB	1.4GB+10X	12.1" Active Clr	[redacted]
[redacted]	Pent-™/133	16MB	1.4GB+10X	12.1" [redacted]	$1868
4131T	Pent-™/133	[redacted]	1.4GB	12.1" Active Clr	[redacted]
4150	[redacted]	16MB	1.6GB	12.1" Dual Scan	$2088
4160T	Pent-™/166MMX	16MB	2.0GB	12.1" [redacted] Scan	[redacted]
4160TSL	Pent-™/166MMX	[redacted]	2.0GB	12.1" [redacted] Clr	[redacted]
7330T	Pent-™/150MMX	[redacted]	2.1GB	[redacted]" Active Clr	$3082
[redacted]	Pent-™/166MMX	32MB	2.1GB	12.1" Active Clr	$3543
[redacted]	Pent-™/150MMX	16MB	[redacted]	12.1" Active Clr	$2618
[redacted]	Pent-™/166MMX	[redacted]	2.1GB	12.1" Active Clr	$4108
[redacted]	Pent-™/166MMX	32MB	3.0GB	12.1" Active Clr	$4671
LTE5400	Pent-™/150	32MB	2.19GB	12.1" Active Clr	$3048

COMPAQ DeskPro Desktops

Model	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
DP-2000	[redacted]™/166MMX	16MB	2.1GB	Windows 95	$951
DP-2000	[redacted]™/166MMX	16MB	[redacted]	Windows 95	$984
DP-2000	Pent-™/200MMX	[redacted]	2.[redacted]	Windows 95	$1016
DP 2000	Pent-™/200MMX	32MB	3.2GB	Windows 95	$1168
[redacted]	Pent-™/233MMX	32MB	3.2GB+16X	Windows 95	$1571
DP-2000	Pent-™/233MMX	32MB	2.1GB	Windows NT 4.0	$1662
[redacted]	[redacted]™/233MMX	32MB	3.2GB+24X	Windows NT 4.0	$1884
DP-2000	Pent-™/266MMX	[redacted]	3.2GB+24X	Windows NT [redacted]	$2095
[redacted]	Pent-™/166MMX	[redacted]	2.2GB+16X	Windows [redacted]	$1[redacted]
DP-2000MT	Pent-™/200MMX	[redacted]	1.2GB+16X	Windows 95	$1423
DP-2000MT	Pent-II/266	32MB	3.2GB+24X	Windows NT 4.0	$2122
DP 2000MT	[redacted]	32MB	3.2GB+24X	Windows [redacted] 4.0	$2457

[redacted] UPGRADES

Manufacturer	1.4 GB	2.1GB	3.0GB
Toshiba*	[redacted]	$548	[redacted]
Compaq*	[redacted]	[redacted]	[redacted]
IBM*	$378	[redacted]	[redacted]

*Trade Means

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50CT	Pentium™/75	16MB	772MB	6.1" Active Clr	$1,412
70CT	Pent-120MMX	16MB	1.58GB	8.1" Active Clr.	$1,875
220CDS	Pentium™/133	16MB	1.34GB+10X	12.1" Dual Scan	$1,506
430CDT	Pentium™/120	16MB	1.2GB+10X	11.3" Active Clr	$1,601
440CDX	Pent 133MMX	16MB	1.34GB+10X	12.1" Fast Scan	$1,881
440CDT	Pent 133MMX	16MB	34GB+10X	12.1" Active Clr.	$2,542
460CDX	Pent-166MMX	32MB	2[redacted]	12.1" Fast Scan	$2,353
460CDT	Pent-166MMX	32MB	2.02GB+10X3	12.1" Active Clr	$3,106
480CDT	Pent-II/233MMX	32MB	82GB+10X250	12.1" Active Clr	$3,766
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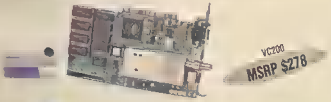

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BY PAUL HOFFMAN

Industry Insights

Inquiring Feds Want To Know: Is Internet Explorer Part Of Windows 95?

Never try to win a game with someone who gets to make up all the rules.

That should be the lesson learned by the computer industry when it comes to dealing with Microsoft. But given that Microsoft controls more and more of everything, it leaves fewer and fewer areas to compete in. Now Microsoft says that it, and no one else, gets to define what is part of the operating system and therefore in Microsoft's domain.

Recently, the US Justice Department sued Microsoft for unfair practices because Microsoft forces PC makers who want to include Windows 95 on their systems to refrain from changing the initial look of the screen unless Microsoft allows them to. The case revolves around Internet Explorer and Microsoft's assertion that Internet Explorer is part of the Windows 95 operating system—so Microsoft (and not the PC makers) should decide how users access it. In fact, this is a thinly veiled attempt to push Netscape out of the Web browser business.

> *If Microsoft is free to declare "now that we have one, a Web browser is part of the operating system," there can never be an agreement with them that limits what they can do with their operating systems.*

Microsoft acted like a schoolyard bully, insisting to its customers like Compaq that only Microsoft could make the rules. Companies that wanted to remove Microsoft's "The Internet" icon from the machine desktops before shipping them, and replacing it with the icon for Netscape's Web browser, were told in no uncertain terms that they couldn't. The Justice Department sued Microsoft; Microsoft, meanwhile, has not denied that it acted like a bully, just that it was justified in doing so.

Who Makes The Rules?

In Microsoft's consent decree with the Justice Department in 1995, it agreed not to force PC makers to include Microsoft products that weren't part of the operating system in their computers. However, the definition of what was the operating system was not clearly spelled out, allowing Microsoft to attempt to define what is and isn't part of the operating system. They decided a Web browser was part of the operating system, and that therefore Internet Explorer must be included if they said so.

Well, almost. In fact, many people at Microsoft knew that a Web browser was not part of the operating system, especially if it was as loosely coupled to the operating system as Internet Explorer is. That is, any company (Netscape, for example) can create an alternate Web browser that can be installed and essentially replace Internet Explorer. This leads longtime computer users to think that that feature isn't really part of the operating system: it's a convenient add-on.

Yet this goes to the core of the Justice Department's lawsuit: Who decides what is part of the operating system? If Microsoft is free to declare "now that we have one, a Web browser is part of the operating system," there can never be an agreement with them that limits what they can do with their operating systems. The only upside to this situation is that, having now said that the Web browser is part of the operating system, they can never try to sell it to you; it will always be free.

Blame It On Apple

Until 1984, the limits of what was and wasn't part of an operating system were not that important in the PC world. The early operating systems like MS-DOS and CP/M had a very small set of features. They had programming hooks that were only usable by programmers, they had rudimentary file-listing capabilities; they had ways of copying and renaming and deleting files, and that's about all. Oh, and they had very simple text editors so you could edit some of the system configuration files.

Then the first version of the Mac came out. The interface for the Mac's operating system was much prettier and more useful than other operating systems. Further, Apple included two

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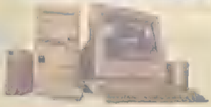

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Industry Insights *continued*

programs that had never been seen on other operating systems MacWrite and MacPaint, which were word processor and art programs Mac buyers didn't pay extra for them, and Apple had included them to help show off the capabilities of this radically different machine

No one bothered to ask whether these were free programs or new parts of the operating system It wasn't important they came with the Mac So, when Microsoft finally got the first version of Windows out, it was no surprise that it too came with a simple word processor and paint program They clearly didn't come with the computer, they came with the operating system If Microsoft hadn't included these, it would have looked bad and made Apple, who was already making great strides, look better

Adding New Features To The OS

So, once the door was opened on things like word processors and paint programs coming with an operating system, OS companies started adding anything else that made their OS look better. The three main types of features that became required features are network access, multimedia viewers, and multimedia creation.

Network access, of course, should be part of an operating system it helps connect the other software on the computer to a common resource. This is precisely what an operating system should do. The Macintosh operating system has always done this better than any version of Windows, even though the Apple methods themselves were sometimes clumsy

Multimedia viewers and multimedia creation features, however, are unrelated to a pure operating system, even though they are convenient to users, particularly to novices. They aren't central to the operation of the computer, or even to the operation of the other programs that you might run On the other hand providing them with the operating system allows other programs to rely on their services and prevents duplication of effort

So with Windows 95, Microsoft started providing more and more of these multimedia features as part of Internet Explorer. However, they are not well integrated, to say the least When you install the Netscape browser, all of the features of Internet Explorer disappear, proving that they are not central to the operation of your computer, even if you use the Internet heavily

How Integrated Is Integrated?

Now that this is a court case, each side will get to try to explain to the judge the technical nature of their arguments Microsoft will get to say "we always meant that the browser was part of the operating system," the Justice Department will get to say "no one in their right mind would have thought that," and the judge gets to listen to all of this and make a decision However certain facts do speak for themselves.

Windows 95 didn't start out with a Web browser It was first introduced as part of the Plus Pack that was an add-on you had to buy This, in and

continued on page 26

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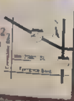

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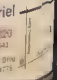

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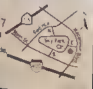

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Industry Insights

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of itself, is a pretty strong indication that Internet Explorer isn't too central to Windows 95. Further, the first versions of Internet Explorer were just browsers, and didn't easily allow other programs to share resources.

Microsoft threatened PC manufacturers who wanted to remove the "The Internet" icon from the desktop of the computers they shipped. The claim that this icon is central to the use of Windows 95 is ludicrous. In fact, in Microsoft's manual that comes with Windows 95, the icon is not mentioned, and using the Internet is talked about on just one page. Internet Explorer isn't mentioned at all, which speaks reams about its importance in Windows 95.

Even worse, double-clicking on the "The Internet" icon is still very confusing for novice Windows 95 users. The first time you double-click on it, it helps you set up an Internet connection, leading you to think of it as a setup icon. However, after you're set up, double-clicking on it takes you to Internet Explorer, even though the name on the icon hasn't changed. It takes an incredible amount of boldness to claim that a program like Internet Explorer is "The Internet."

True Integration Is Around The Corner

The arguments about integration between Internet Explorer and Windows 95 are about to take a very weird twist. Microsoft will release Windows 98 in the middle of 1998, at which point the Web browser will be fully integrated in the operating system. It won't be an add-on, and it is not even clear if there will be a thing called "Internet Explorer" in Windows 98. Instead, the entire user interface will be part of the browser.

This means that there will be an HTML viewer that will appear when you open some HTML content. The way you open things will be similar to the way you open documents today, but those documents might be somewhere on the Internet. Instead of feeling like you're running a browser, it should all feel like you're running Windows 98. This might be wonderful, or it might be terrible, depending on how well Microsoft tunes the user interface.

Is this over-extending the operating system? Possibly, but possibly not. If you think that the operating system should provide network services (specifically for the Internet), and if you think the operating system should help you view any kind of document, the Windows 98 model is exactly right. The Web is just a way of delivering documents; if you think that delivery and document display belong in the operating system, the "browserless" Windows 98 makes perfect sense. Internet Explorer 4 is already trying to do this with its Single Explorer (active desktop) feature, although it still feels pretty clunky and not like a real operating system.

This doesn't answer the Justice Department's lawsuit, however, since the suit is about Windows 95 and Internet Explorer. Simply claiming that Internet Explorer is tightly coupled with Windows 95 does not make it so. However, Microsoft has certainly gotten away with this kind of activity before, and can probably do it again in this case. Given how few people are expected to upgrade to Windows 98 quickly, the result of the case will affect tens of millions of PC users and quite a number of PC makers.

And, of course, a fair number of software vendors who are trying to find some part of the software market where Microsoft won't crush them. ■

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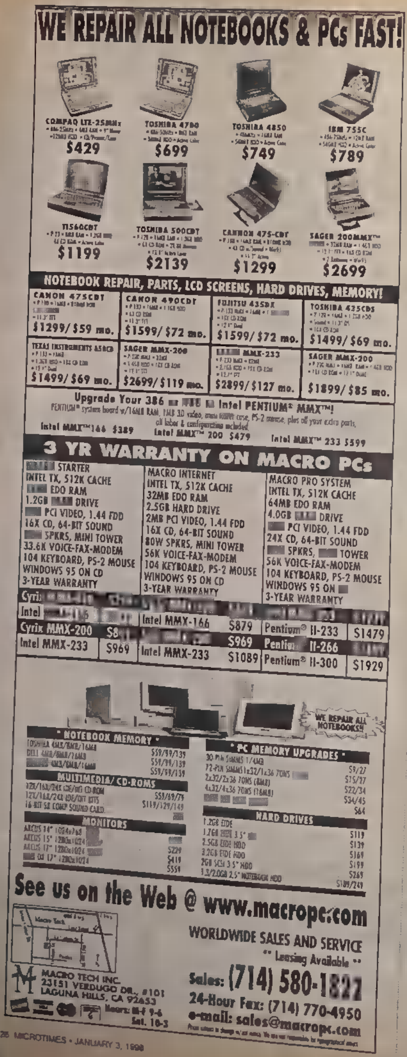

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Window NT Server [illegible] User Client (CD)	[illegible]
Window NT Server [illegible] User Client	199
Windows NT Workstation v4.0 (CD)	[illegible]

Artisoft

i.SHARE [illegible] & TCP/IP stack

- For Novell/Win/Win95/NT LANtastic

$89 5 Users $199 32 Users

XTRA MAIL

- Communicate Across Office/World
- Low-Cost, Easy to Use E-Mail
- [illegible] Internet to Exchange
- [illegible] Microsoft, [illegible]
- Supports POP3, SMTP DNS, Win95/NT

$269 Win95 $369 WinNT

Microsoft

Win NT Server v4.0 [illegible]

Qualified Users: (Contains Full Version)

Novell Netware, LANtastic, IBM LAN Server [illegible] PATHWORKS, MS LAN Manager, UNIX *Cash Only

5 Users [illegible] 10 Users $399* $529*

BACKOFFICE for Small Business v4.0 w/25 User License $2399

All prices is subject to change without prior notice

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WEB SITE: www.networkpro.net

WEB SITE: www.networkpro.net

NETWORK PRO INC BINOMIAL SYSTEMS

Fairway Drive, Walnut, CA 91789 Web Site: www.networkpro.net
Tel: (909) 595-8293 ; Fax: (909) 598-4609

NETSERVER Pentium PRO

E40 PPRO-180 w/16MB,8X (D4937A)	$ 1799
E40 PPRO-200 w/32MB,8X (D4933A)	$ 2099
LD PPRO-200 w/32MB,4X (D4961A)	$ 2899
LH PPRO-200 w/32MB,4X (D4840A)	$ 5199
LH PPRO-200 w/64MB, 12X (D4979A)	$ 5799
LH Dual PPRO-200 w/64MB,4X (D4842A)	$ 6599
LH PPRO-200 w/ 64MB,12X, ARRAY	$ 7499
LH Dual PPRO 200w/ 64MB,4X, RAID (D4843B)	$ 8399
LXE PPRO-200 w/64MB,4X (D4920B)	$ 9699
LXE PPRO-200 w/64MB,4X, ARRAY (D4925B)	$ 11599
LX PPRO-200 w/64MB, 4X (D4311B)	$ 12699
LX PPRO-200 w/64MB,4X, ARRAY (D4312B)	$ 14599
LX Dual PPRO-200 w/ 128MB,4X (D4315B)	$ 16999
LXR PPRO-200 w/ 128MB (D4898A)	$ 14999
LXR PPRO-200 w/ X2,512MB (D4899A)	$ 23999

OS/2 WARP

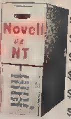
SCO OK

Yes NetWare.

Server * Server HD is Optional

Novell / WIN NT FILE SERVER

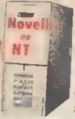
- 32MB, 2GB HD, 1.44MB FD
- 24X EIDE CD Rom
- PCI SVGA Card W/1MB
- PCI 10TP Network Card
- Mouse, Keyboard
- Monitor Sold Separately
- Tower Case



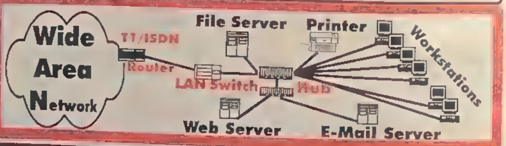
Pentium 166	$ 899
Pentium 200	$ 999
Pentium PRO 200	$ 1399
Pentium II-233	$ 1499
Pentium II-266	$ 1659
Pentium II-300	$ 1899

Novell / WIN NT SCSI SERVER

- 32MB, 3.5" FD, 24X EIDE CD Rom
- Adaptec 2940 UW SCSI Card
- 2 GB Ultra Wide SCSI HD
- PCI Super VGA Card w/ 1MB
- PCI Combo Network Card
- Mouse, Keyboard
- Monitor Sold Separately
- Tower Case



Pentium 200	$1399
Pentium PRO 200	$1799
Pentium II-233	$1899
Pentium II-266	$2059
Pentium II-300	$2299



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We specialize in the following areas:

1. *Complete Novell NetWare Installation*
2. *Network Cable Installation*
3. *On-Site Service & Training*
4. *Network Maintenance Contracts*
5. *Novell Certified Engineers*

In-House & On-Site Services

IBM SCSI SERVER

P200 w/32MB,8X (8639OES)	$ 1999
PPRO 200 w/32MB,8X (8638PS0)	$ 2399
PPRO 200 w/32MB,Enet (8639ES0)	$ 2899
PPRO 200 w/32MB,Enet Rack (8639RS0)	$ 3599
PPRO 200 w/32MB,8X (8640ES0)	$ 4199
PPRO 200 w/32MB, 512K,8X (8640EM2)	$ 6119
PPRO 200 w/256MB,8X (8650RM0)	$ 13999
PPRO 200 w/256MB,8X, RAID (8650SMM)	$ 16999

* Server HD is Optional

NETWORK SOFTWARE

Microsoft

MS Windows NT Workstation v4.0 (OEM)	$ 169
MS Win NT Server v4.0 w/10 Users (OEM)	$ 799
MS Office PRO 97-CD (OEM)	$ 259
MS Windows 95 CD (OEM)	$ 99
MS Windows 95 License only (OEM)	$ 79

Sold with purchased of Server or Workstation ONLY

WEB SERVER

- 64 MB 3.5" FD, 24X EIDE CD Rom
- 4.5 GB Ultra Wide SCSI HD- 7200 RPM,8 ms
- Adaptec Ultra Wide SCSI Card
- PCI Super VGA Card w/ 2MB
- Mouse, Keyboard
- PCI Combo Network Card
- Full-Tower Case
- Monitor Sold Separately

Pentium 200 MMX	$1899
Pentium 233 MMX	$1999
Pentium PRO-200	$2259
Pentium II-233	$2399
Pentium II-266	$2559

ROUTER: (56K / T1 /Fram Relay)

Intel Express Router	$ 1099
Cisco 1601 Enet/Serial Router	$ 1299
Cisco 1600 Router Software	$ 299
Ascend PipeLine 130 w/DDS56	$ 1399
Ascend PipeLine 130 w/DDSW56	$ 1499
Ascend PipeLine 130 w/T1 or FT1	$ 1499

DSU/CSU: (Lease Line 56K / T1)

Motorola DDS MR56 v.35 RS232	$ 499
Motorola FT100S T1 & Frac	$ 999

Novell / WIN 95 WORKSTATION

- 16MB
- 3.5" Floppy Drive
- 1.2GB EIDE Hard Drive
- Build-In FAST IDE w/ I/O
- PCI SVGA Card w/1MB
- Mouse w/ Pad, Keyboard
- Mini-Tower Case
- Novell Certified PCI Ethernet
- Monitor Sold Separately

Pentium 133	$ 559
Pentium 166 MMX	$ 599
Pentium 200 MMX	$ 699
Pentium 233 MMX	$ 799
Pentium PRO-200	$ 1099
Pentium II-233	$ 1199
Pentium II-266	$ 1359
Pentium II-300	$ 1699

Upgrades to 32MB / 64MB	$ 79 Add / $199 Add.
Upgrades to 2GB / 4GB IDE	$ 79 Add / $ 99 Add.
24X IDE CD Rom	$ 89 Add
SVGA Monitor 14"/15"/17"	$ 169 / $ 229 / $ 499

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3Com NOVELL ARTISOFT

intel EtherExpress Pro 10/100+ Mbps
$59 PCI w/oManual
(PILA8460 - NEW MODEL!!)
$189 ISA w/Manual

intel FAST 100 TX HUB
12 Port $899
FAST 10/100 HUB
12 Port $999
24 Port $1599

intel 8 Ports 10/100 AUTO-SWITCH Hub
$2299

intel EXPRESS ROUTER
X.25/FRAM RELAY/T1 Or Connect Thru ISP
2 WAN & 1 LAN PORT
$899 #9100 or #9200

intel Netport Express PRO 10/100TP Ext. Print Server
$299 Connect 1 Printer
$399 Connect 3 Printers

NETWORK CARD

3Com ETHERLINK III w/o Manuals

3C509 TP Etherlink III [illegible]	[illegible]
3C509 Combo Etherlink III ISA 10TP & BNC	99
3C515 TX Etherlink [illegible]	169

3Com ETHERLINK XL w/o Manuals

3C900 TP Etherlink XL 10TP	69
[illegible] Combo PCI 10TP/Coax Combo	99

XL (3C905TX)
Fast Etherlink XL PCI 10/100 TP
$69
$79

ETHERNET NETWORK [illegible]

Amerd ARC 220 ISA 16 bit Combo	75
Ethernet ISA [illegible]	[illegible]
Ethernet PCI [illegible]	[illegible]

PCI 10/100 $39

<Artisoft>
[illegible] /Combo [illegible]/99

HEWLETT PACKARD
HP JetDirect Ethernet [illegible] / Combo [illegible]/419

intel
Ethernet 10 Base-T / Coax

EtherExpress PRO/10 PCI 10TP	119
EtherExpress PRO/10 PCI COMBO	139
EtherExpress 16 PRO/10+ 16 Bit TP	99
EtherExpress 16 PRO/10+ 16 Bit Combo	129
EtherExpress PRO 10/100 EISA	269
EtherExpress 16 MCA 32-bit	169

intel CARD ONLY w/o Manuals
EtherExpress 10 PRO/10+ [illegible]
EtherExpress PRO/10 [illegible]
EtherExpress PRO/10 [illegible]

intel EtherExpress PRO PCI 10/100+
PILA8460 (NEW Model !!) $59.00

SMC
Ethernet 10 Base-T / Coax

EtherEZ [illegible] 16-bit [illegible]	[illegible]
Elite 16 Ultra ISA Combo [illegible]	115
Elite 32 Ultra EISA Combo [illegible]	[illegible]
EtherPower PCI 10 [illegible]	79
EtherPower [illegible] 10TP & Coax [illegible]	[illegible]

SMC [illegible] $69

NETWORK CABLEs/TOOLs

[illegible] / Tools
[illegible] Level 5 Cable
1000 Ft RG58 A/U Level 5 TP Bulk Cable 159
50 Ohm BNC Terminator (Thin Ethernet) 2
[illegible] T-Connector 2
[illegible] RJ45 & RJ11 Crimping Tool 29
RG 58/62 Wire Stripper 25

ON-SITE SERVICE CONTRACT

10 HOURS [illegible]
20 HOURS [illegible]
30 HOURS [illegible]

NETWORK REPEATERS

ADDTRON
5 Port [illegible] Repeater [illegible]

NETWORK 100 TX HUB

3Com Office Connect
4 Port 100 TX Hub $199
8 Port 100 TX Hub $369
12 Port 100 TX Hub $529

ADDTRON
5 Port 100 TX Hub $199
8 Port 100 TX Hub $359
16 Port 100 TX Hub $799

Bay Networks
4 Port 100 TX Hub [illegible]
8 Port 100 TX Hub [illegible]

intel
8 Port 100 TX [illegible]
12 Port 100 TX Hub [illegible]

FAST AUTO-SENSING 10/100 HUB
3Com 12 Port 10/100 TP $1199
24 Port 10/100 TP $1799

ADDTRON
6 Port 10/100 TP $559
12 Port 10/100 TP $999

intel FAST 10 or 100
12 Port 10/100 TP [illegible]
24 Port 10/100 TP $1599

FAST SWITCH 10/100 HUB

3COM
SuperStack II Switch 1000 Hub
12 Port 10TP
1 Port 100 TP $1[illegible]

2 Port Fast Switch 10/100 Hub
$399 2 Port - 10/100 TP
8 Port 10/100 Auto Switch Hub
$1459 8 Port - 10/100 TP

[illegible] Port 10 TP / Port TP $1899

NETWORK HUBS

3COM

OfficeConnect 4 Port 10TP Hub	79
OfficeConnect 8 Port 10TP Hub	[illegible]
SuperStack II 12 Port 10TP Hub (3C16440)	299
OfficeConnect 8 Port 10TP&BNC Hub	[illegible]
SuperStack II 24 Port 10TP Hub (3C16441)	499

ADDTRON

6 Port [illegible] Active Hub	165
8 Port [illegible] Active Hub	175
[illegible] 10 TP & 1 BNC Hub	69
[illegible]	[illegible]

HEWLETT PACKARD

AdvanceStack [illegible] 8 Port 10TP & 1 BNC	[illegible]
AdvanceStack [illegible] 8 Port 10TP [illegible]	[illegible]

SMC
TigerHub TP [illegible] Hub
TigerHub TP12 [illegible] Port 10 [illegible] Hub

SynOptics
16 Port 2800 [illegible]
8 Port 800 [illegible]

NETWORK SOFTWARE

Microsoft

Windows NT Server [illegible] 5 User Lic	[illegible]
Windows NT Server [illegible] 10 User Lic	[illegible]
Windows NT Server v4.0 20 User Lic Only	[illegible]
Windows NT Server v4.0 Upg [illegible] / 5 User Lic	499
Windows NT Server v4.0 Upg [illegible] / 10 User Lic	599
Windows NT Workstation [illegible]	[illegible]

<Artisoft> - LANtastic

Lantastic 7.0 1 User CD / 3.5	99
Lantastic 7.0 10 Users CD / 3.5	[illegible] / 429
Lantastic 7.0 1 User Upgrade CD / 3.5	[illegible] / 79
Lantastic 7.0 10 Users Upgrade CD / 3.5	[illegible] / 309
Lantastic 7.0 1 User Add-On Kit CD / 3.5	179

NOVELL

NetWare 3.12 5 / 10 Users [illegible]	[illegible] / 1299
NetWare 3.12 25 / 50 Users [illegible]	[illegible] / 2499
IntranetWare 4.11 5 [illegible]	599 / [illegible]
IntranetWare 4.11 25 [illegible]	1899 / [illegible]
[illegible] IntranetWare 4.1 [illegible]	[illegible] / 495

NOVELL UPGrades
FROM NETWARE 4.X

Upg To IntranetWare - / 10 Users	[illegible] / 579
Upg To IntranetWare / 50 Users	[illegible] / 969

FROM NETWARE 2.X, 3.X

Upg To IntranetWare / 10 Users	[illegible] / 559
Upg To IntranetWare / 50 Users	[illegible] / 1799

NETWARE V4.1 ADD-ON Lic.

NetWare [illegible] / 25 Users	1099 / 2299
NetWare [illegible] 100 Users	[illegible]

NETWORK FAX SERVER

[illegible]
FAXServer V5.0 NLM [illegible] 10 Users [illegible] / 679
FAXServer V5.0 NT [illegible] 50 Users [illegible] 1799

PURE DATA INC
FACSYS 4.0 Fax For Win 95 (1 User) 199
Satisfaxtion 400 Int. Fax Server Modem 349

SYMANTEC
WinFax Pro V8.0 For Win95/NT - 10 Users [illegible] 799
WinFax Pro v4.1 Network 379
WinFax Pro v4.1 Network [illegible] 609
NetSatisfaxtion v3.0 [illegible] Users 1000 Users 719 / 939

CASTELLE
Ethernet Fax Server 1 Line (Novell) [illegible]
Ethernet Fax Server [illegible] (Novell [illegible])

NETWORK ISDN MODEM

3COM
3Com Impact IQ Ext Modem (3C 882) 299

ASCEND
NetWarp 128 ISDN Int Adapter 199
NetWarp PRO ISDN Int Adapter 299

MOTOROLA
BitSurfer PC Terminal Int. Ext. Modem MPPP 389

Robotics
Sportster ISDN 128k Terminal Adapter NT1 259

NETWORK ISDN REMOTE

3COM
AccessBuilder 2204 4 Port Remote Server [illegible]
AccessBuilder 2208 8 Port Remote Server [illegible]

Cisco Systems

CPA0752 ISDN Ethernet IP/IPX Router	969
CPA0752 Ro Ethernet IP/IPX Remote Router	1,199
CPA0753 ISDN Ethernet IP/IPX Router	1,199
CPA0753 Ro Ethernet IP/IPX Router	1,299
CPA201 Personal Office for ISDN Remote	369

DIGI
LanServer [illegible] 1,399
LanServer 4E ISDN 4 Port 1,699

NETWORK ISDN ROUTER

3COM ISDN (NOVELL TCP IP)
Arpeggio Lite ISDN Bridge Router 1,399
Arpeggio Plus ISDN Basic Rate Brg. Router 2,499
Arpeggio Plus Office w/ISDN 2,999

NETWORK INTERNET ROUTER

Farallon
[illegible]

SERVER HARD DRIVE

EIDE HARD DRIVES

Maxtor 2.1 GB / [illegible] / 3.5 GB	179 / 229
Maxtor 4.3 GB / [illegible] / 7.0GB	299 / 379
[illegible] 5400RPM	379
[illegible] 1.2GB / [illegible] 2.5GB	149 / 199
SEAGATE [illegible] 5400RPM	309
[illegible] 2.1GB / [illegible] 3.1GB	199 / 239
WESTERN DIGITAL 4 GB / [illegible] 6.4GB	289 / 409

ULTRA SCSI

[illegible] 7200 RPM [illegible]	[illegible]
MICROPOLIS 7200 RPM [illegible]	[illegible]
MICROPOLIS 7200 RPM [illegible]	[illegible]
Quantum 7200 RPM [illegible] Viking	408
Quantum 5400 RPM [illegible] Fireball	319
Quantum 5400 RPM [illegible] Fireball	349
Quantum 5400 RPM [illegible] Fireball	459
Quantum 7200 RPM [illegible] Viking	688
Quantum 7200 RPM [illegible] Atlas II	959
Seagate 5400 RPM [illegible]	219
SEAGATE 7200 RPM [illegible] Barracuda	599
SEAGATE 7200 RPM [illegible] Barracuda	899

4.55GB [illegible] 10,000 RPM $729
9.1GB [illegible] 10,000 RPM $1199

[illegible] 7200 RPM [illegible]

ULTRA WIDE SCSI

MICROPOLIS 5400 RPM 4.3 GB UW	[illegible]
MICROPOLIS 7200 RPM [illegible]	[illegible]
MICROPOLIS 7200 RPM [illegible]	[illegible]
[illegible] 7200 RPM [illegible] Viking	[illegible]
Quantum 7200 RPM [illegible] Atlas II	959
[illegible] 7200 RPM [illegible] Barracuda	390
SEAGATE 7200 RPM [illegible] Barracuda	649
SEAGATE 7200 RPM [illegible] Barracuda	959

4.55GB [illegible] 10,000 RPM $719
9.1GB [illegible] 10,000 RPM $1149

SCSI CONTROLLER

adaptec

adaptec SCSI II CARD Only
AHA-2940U PCI SCSI Adapter Only [illegible] 189
AHA 2940 - PCI SCSI Adapter Only 219

PCI Bus SCSI For [illegible]
AHA 2920 PCI [illegible] Master Adapter Kit 169
AHA 3940U Kit Ultra Multi Channel PCI 459
AHA 3940UW Kit Ultra Wide Multi Channel PCI 499
[illegible] PCI Ultra Wide SCSI [illegible]
[illegible] PCI Ultra Wide SCSI [illegible]
AHA 3985 Kit PCI [illegible] SCSI II [illegible] 509
AHA 3985W Kit PCI [illegible] Multi Channel [illegible] 659
[illegible] SCSI Removable Drive 119
[illegible] 139
[illegible] Removable Dr 239

NOTEBOOK ETHERNETS

Etherlink III PCMCIA 10TP 139
Etherlink III PCMCIA 10TP & Coax 169
3COM PCMCIA [illegible]
[illegible] PCMCIA [illegible]

PCMCIA 10/100TP
16 BIT PCMCIA (3C574) $189
32 BIT CARD BUS (3C575) $169
10/100 & 56K Modem $399

Xircom PCMCIA 10/100TP
16 BIT PCMCIA $169
32 BIT CARD BUS $169
10/100 & 56K Modem $369

[illegible]

REWRITABLE OPTICAL DR.

HEWLETT PACKARD
[illegible]

NETWORK PRINT SERVER

HEWLETT PACKARD

HP JetDirect 150X Ext 10TP For Novell / NT	169
HP JetDirect EX Plus J2591A BNC & TP Ext	299
HP JetDirect EX [illegible] BNC & TP (For [illegible] Printers)	[illegible]
HP JetDirect [illegible]	[illegible]

intel Connects up to [illegible] Printers

Intel NetPort Express Int. 10TP & BNC	199
Intel NetPort Express PRO Ext 10TP & BNC	359
Intel NetPort Express PRO 100 Ext [illegible]	399

NETWARE CONNECT

NOVELL

Netware Connect II 2 Users w/Connect View	299
Netware Connect II 8 Users w/Connect View	1,139
Netware Connect II 32 Users w/Connect View	3,279

DIGIBOARD

Acceleport 2E for Win / Remote Lan, NT	229
Acceleport 4E ISA for Novell & Win NT	489
Acceleport [illegible] for Novell & [illegible]	509
Acceleport 8E for Novell & Win NT	629
Acceleport 2E [illegible]	479
Acceleport 4E [illegible]	1750

NETWORK TRANCEIVER

ENET Trans [illegible] 49

NETWORK UPS SYSTEM

APC

Back UPS PRO650 for Windows 95	299
Back UPS System 420NET	279
Smart UPS System 620NET	379
Smart UPS System 1000NET	529
Smart UPS System 1400NET	759
Power Chute Plus Software for Novell	79
Power Chute Plus Software for Window NT	79

TRIPP-LITE

BC Pro 675 UPS System Lan	289
Smart 700 NET UPS System Lan	379
Smart 1050 NET UPS System Lan	489
Power Alert Software for Novell	75
Power Alert Software for Window NT	69

NETWORK BACKUP DRIVE

[illegible]

ArcServe Solo Back Up 1 User For [illegible]	[illegible]
ArcServe For [illegible] v6.1	[illegible]
ArcServe For Netware v6.1 & 25 User [illegible]	559
ArcServe For Netware v6.1 Enterprise	[illegible]
ArcServe Solo Back Up For [illegible]	[illegible]
ArcServe For [illegible]	[illegible]
ArcServe For Win NT v6.0 Single	[illegible]
ArcServe For Win NT v6.0 Enterprise	[illegible]

Seagate
TapeStor Travan [illegible] Tape Drive
TapeStor Travan 3 2GB IDE [illegible] Tape Dr
[illegible]

Seagate Back Up Software
[illegible]

HEWLETT PACKARD
[illegible]

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2 Network Cable Installation
3 On Site Service & Training
4 Network Maintenance Contracts
5. Novell Certified Engineers On-Site

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adaptec Digi SMC Seagate

3Com NOVELL HEWLETT PACKARD Artisoft intel

Industry Insights *continued*

TECH STOCKS PLUMMET AMID CONTINUING ASIAN WOES

The MicroTimes Stock Index headed south as fears that the Asian Markets woes will bite into US corporate profits. Our index slipped -0.5%, or 63.63 points, to close the monthly trading period at 10922.22. The technology sector plummeted last month as was evident in the -6.06%, or 103.05 point freefall of the NASDAQ, which closed at 1596.61.

In our index, decliners outpaced advancers by a 23 to 15 margin. However, fifteen companies reached annual highs versus five that fell to a 52-week low.

Turning To Stocks In The Accompanying Table

Analysts reported that Asia's financial turmoil was beginning to crimp US corporate profits amid continued sharp falls in Asian stocks. "The Asian pot continues to boil, and the market sold off yesterday because of the realization that what happened to Oracle could happen to a lot of other companies," said Thom Brown, managing director of Rutherford Brown and Catherwood. Shares of Oracle dropped $11.00 per share, or -31.94%, to close the period at an annual low of $23.44.

Shares of Intel Corp. were also affected by the Asian woes, as the company's stock dropped $10.69 per share, or -12.52%, to $74.69. In an effort to maintain its dominant position while expanding into new market segments, Intel said it planned to unleash a broad array of Pentium II computer chips in 1998. Intel planned to pair the heart of its high-performance Pentium II chip with a variety of other technologies to produce processors tailored for PCs ranging from low-cost home computers to mainframe-class machines, the company said at a news conference.

Communications stocks managed to weather the storm of last month's trading, as 5 out of 7 stocks moved higher during the period. Investors reacted positively to AT&T's announced cost-cutting plan, resulting in the 32.71% increase in the company's stock price which closed the month at $57.81. AT&T's new chairman and chief executive, C. Michael Armstrong, plans an aggressive program of cost-cutting and targeted investments in local phone, Internet, and global services. Armstrong will centralize marketing, sell tangential assets and discontinue other operations that could possibly lead to a major write-down in the coming year. ■

EXCH	COMPANY		TICKER SYMBOL	PRICE [illegible]	PRICE [illegible]	NET CHANGE IN PERIOD	PERCENT CHANGE IN PERIOD	P/E RATIO	ANNUAL DIVIDEND RATE	ANNUAL DIVIDEND YIELD	ANNUAL HIGH	ANNUAL LOW
	SOFTWARE											
NAS	Adobe		ADBE	[illegible]	42.63	4.11	10.34	15	0.20	0.49	51.13	32.50
NAS	Autodesk		ADSK	47.72	37.56	-10.22	-21.41		0.24	0.64	51.13	25.2[illegible]
NAS	Borland	(H)	BORL	9.13	9.94	0.81	8.87		0.00	0.00	12.19	5.38
NAS	Broderbund		BROD	30.38	33.94	3.56	11.72		0.00	0.00	37.75	17.75
NAS	Informix	(L)	IFMX	6.88	5.56	-1.31	-19.09		0.00	0.00	26.56	5.47
NAS	Macromedia		MACR	12.06	8.78	-3.28	-27.20		0.00	0.00	21.63	6.50
NAS	Microsoft		MSFT	133.91	142.25	8.34	6.23	53	0.00	0.00	150.94	78.38
NAS	Novell		NOVL	9.38	8.13	-1.25	-13.33		0.00	0.00	11.00	6.28
NAS	Oracle	(L)	ORCL	34.44	23.44	-11.00	-31.94	31	0.00	0.00	42.13	22.38
NAS	Symantec	(H)	SYMC	21.00	25.13	4.13	19.64	23	0.00	0.00	27.75	12.00
	HARDWARE											
NAS	Apple		AAPL	21.50	14.75	-6.75	-31.40		0.00	0.00	29.56	12.75
NYS	Compaq		CPQ	72.94	60.00	-12.94	-17.74	26	0.00	0.50	79.56	28.50
NYS	Digital Equipment	(H)	DEC	45.88	40.19	-5.69	-12.11	32	0.00	0.00	55.81	35.00
NAS	Dell	(H)	DELL	90.81	83.13	-7.69	[illegible]	39	0.00	0.00	103.88	25.00
NYS	Gateway 2000		GTW	34.81	31.00	-3.81	-10.95	16	0.00	0.00	46.25	19.38
NYS	Hewlett-Packard		HWP	65.38	63.75	-1.63	-2.49	27	0.56	0.88	72.94	48.13
NYS	IBM	(H)	IBM	99.88	106.50	6.63	6.63	18	0.80	0.75	113.50	63.43
NYS	Silicon Graphics		SGI	16.25	14.00	-2.25	-13.85	56	0.00	0.00	30.31	12.63
NAS	Sun Microsystems		SUNW	42.31	37.88	-4.44	-10.49	26	0.00	0.00	53.31	23.50
NYS	Tandy	(H)	TAN	35.38	38.88	3.50	13.55		0.40	0.90	45.00	20.31
NYS	Xerox	(H)	XRX	83.56	78.50	11.00	12.06	19	1.28	1.72	88.00	49.50
	CPU'S											
NYS	Advanced Micro Devices	(L)	AMD	28.75	19.88	-8.88	-30.87		0.00	0.00	48.50	2.69
NYS	Cypress Semiconductor	(L)	CY	12.69	9.63	-3.06	-24.14	46	0.00	0.00	18.94	9.38
NAS	Intel		INTC	85.38	74.69	-10.69	-12.52	19	0.12	0.16	102.00	62.88
NYS	LSI Logic	(L)	LSI	24.00	21.19	-2.81	-11.72	17	0.00	0.00	46.38	18.63
NYS	Motorola		MOT	69.38	59.38	-10.00	-14.31	33	0.48	0.80	90.50	53.25
Note: Cyrix became a wholly owned subsidiary of National Semiconductor												
	COMMUNICATIONS											
NAS	3Com		COMS	51.06	35.75	-15.31	-29.98	31	0.00	0.00	51.25	24.00
NYS	AT&T	(H)	T	43.56	57.81	14.25	32.71	19	1.32	2.28	58.50	30.75
NYS	BellSouth Corp	(H)	BLS	47.44	56.06	8.63	18.18	18	1.44	2.57	57.50	36.38
NAS	Cisco	(H)	CSCO	81.89	85.38	3.69	4.51	49	0.00	0.00	90.88	43.25
NAS	MCI	(H)	MCIC	38.13	44.44	6.31	16.56	44	0.05	0.11	45.00	27.31
NYS	Northern Telecom		NT	107.50	94.31	-13.19	-12.27	31	0.60	0.64	113.38	57.75
	INTERNET											
NAS	Earth Link	(H)	ELNK	16.88	22.50	5.63	[illegible]		0.00	0.00	23.88	8.63
NAS	Netcom		NETC	20.25	20.75	0.50	2.47		0.00	0.00	31.88	7.88
NAS	Netscape		NSCP	35.56	27.63	-7.94	-22.32		0.00	0.00	65.00	23.50
NAS	Yahoo	(H)	YHOO	48.63	58.88	10.25	21.08		0.00	0.00	82.00	11.19
	MEDIA											
NYS	Disney	(H)	DIS	84.94	93.83	8.89	10.47	33	0.53	0.56	[illegible]	64.38
NAS	TCI	(H)	TCOMA	23.38	26.94	3.56	15.12		0.00	0.00	27.25	10.75

KEY: NYS = NEW YORK ASE = AMERICAN NAS = NASDAQ
[illegible] HIGH REACHED IN PERIOD (L) = NEW [illegible] REACHED IN [illegible]

MARKET DIARY

ADVANCES	15
DECLINES	23
UNCHANGED	[illegible]
NEW HIGHS	15
NEW LOWS	5

MOST ACTIVE ISSUES

LARGEST DOLLAR GAINER	AT&T	$	14.25
LARGEST DOLLAR LOSER	[illegible]	$	[illegible]
LARGEST PERCENTAGE [illegible]	AT&T		[illegible] %
[illegible] PERCENTAGE [illegible]	Oracle		[illegible] %

	CLOSE [illegible]	CLOSE [illegible]	NET CHANGE IN PERIOD	PERCENT CHANGE IN PERIOD
MICROTIMES STOCK INDEX	[illegible]	[illegible]	[illegible]	[illegible]
DOW JONES INDUSTRIAL AVERAGE	[illegible]	[illegible]	[illegible]	[illegible]
STANDARD & POOR'S 500 INDEX	[illegible]	[illegible]	[illegible]	[illegible]
NYSE COMPOSITE	[illegible]	[illegible]	[illegible]	[illegible]
NASDAQ COMPOSITE	[illegible]	[illegible]	[illegible]	[illegible]

CLOSING QUOTES FOR GRAPH

DATE	MICROTIMES	NASDAQ
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]

Source: Nordby International Inc. (*http://www.nordby.com*), Boulder, CO.
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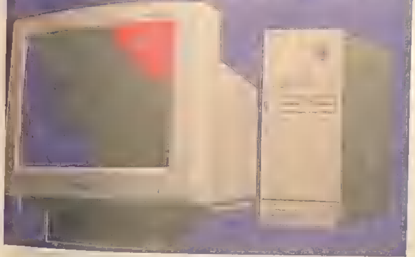

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[illegible] P2L97-DS [illegible] Adaptec UW SCSI-II [illegible] [illegible] P-II Intel 440LX AGP/4-PCI/2-ISA 4x168-pin [illegible] $439.00	ASUS TX97E(XE) 512K PB Cache AT(ATX) [illegible] Triton TX Chipset, 3xISA [illegible] 4xPCI 2x168-pin & 4x72-pin $145.00	SuperMicro P6DLS Adaptec UW SCSI-II, ATX [illegible] 440LX AGP Chipset AGP/4-PCI/3-ISA, 4X168-pin SDRAM $449.00	Iwill P2LS Adaptec UW SCSI-II Intel 440LX AGP Chipset 4-PCI/3-ISA/AGP 4X168-pin SDRAM $329.00	Tyan Thunder LX Dual Adaptec UW SCSI-II ATX Dual P-II Intel 440LX AGP 4xPCI & 2xISA 4X168-pin SDRAM $539.00	ABIT PX5 512K PB Cache AT Intel 430TX [illegible] 4xPCI & 4xISA 4X72-pin & 2x168-pin $99.00
ASUS P2L97-S Adaptec [illegible] SCSI-II, ATX Pentium-II Intel 440LX AGP/4-PCI/2-ISA 3x168-pin SDRAM $259.00	ASUS TX97(X) 512K PB Cache AT(ATX) [illegible] Triton TX Chipset 4xISA & 4xPCI 3x168-pin SDRAM $145.00	SuperMicro P6SLA Pentium II 233-300MHz+ Intel 440LX AGP Chipset AGP/4-PCI/3-ISA, 3X168-pin SDRAM $199.00	Iwill P2NS Pentium II 233-300Mhz Intel 440FX ATX 4xISA & 4xPCI 8X72-pin SIMM $279.00	Tyan Tiger LX Pentium II 233-333Mhz ATX Intel 440 LX AGP 5xPCI & 2xISA 3X168-pin SDRM $219.00	ABIT AX5 512K PB Cache ATX Intel 430TX [illegible] 4xPCI & 4xISA 4X72-pin & 2x168-pin $119.00
ASUS P2L97 ATX Pentium-II Intel 440LX AGP/5-PCI/2-ISA 3x168-pin SDRAM $179.00	ASUS TXP4(X) 512K PB Cache AT(ATX) Intel Triton TX Chipset 3xISA & 4xPCI 4x72-pin & 2x168-pin $135.00	SuperMicro P5MMA98 512K PB Cache ATX Intel Triton TX Chipset 4xISA & 4xPCI 4x72-pin & 2X168-pin $149.00	Iwill P55XUW Adaptec UW SCSI-II Triton TX 512K ATX 3-PCI/5-ISA 4x72-pin & 3X168-pin $269.00	Tyan Tomcat IV Intel Dual Pentium AT Intel 430 HX 512K 4xPCI & 5xISA 8X72-pin SIMM $199.00	INTEL [illegible] [illegible] $259.00
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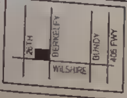

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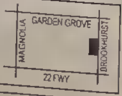

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REALIZABLE FANTASIES • BY JIM WARREN

The Evil Of Software Monopolies, Uh, Patents—Part 2

The Second Installment Of Jim Warren's Statement To The PTO

My previous column (Issue #171) contained the first part of the formal testimony that I presented to the Patent and Trademark Office's hearings on "Software Related Inventions," held in San Jose, California, in March, 1994. Part 1 contained the "Principles" that I presented; this part presents the "Pragmatics," next month's concluding column will contain a series of specific recommendations—all presented as the official position of Autodesk, Inc., which at the time, was the sixth-largest microcomputer software publisher in the world.

Pragmatics Opposing Software Patents

There is absolutely no evidence, whatsoever—not a single iota—that software patents have promoted or will promote progress.

For the first forty years of the computer industry, and most of the twenty years of the microcomputer industry, there were almost no claims of monopoly over intellectual processes. Nonetheless, investors invested and profited; companies grew wealthy; employment expanded; salaries were and are high; unpatented innovation was amply rewarded; and explosive progress was promoted—as the Constitution intended.

The constitutional rationale and basis for intellectual property protection states, "*To promote the progress of science and useful arts*, by securing for limited times to authors and inventors the exclusive right to their respective writings and discoveries." (Sec. 8, Par. 8, italics added).

Can you imagine how computing would have developed if everything from b-trees to Shell-sort to n-way tape-merge to block-structured programming to object-oriented design were each monopolized for seventeen years, like xerography? Where would Microsoft be if Gary Kildall had patented CP/M, of which MS-DOS was a look-alike? Or if Digital Equipment Corp. had patented the TOPS-10 CCL interface, from which Kildall derived the CP/M command interface?

> **ASK EACH MAJOR SOFTWARE PUBLISHER IN YOUR HEARINGS TO DISCLOSE THE MONEY AND TALENT THEY ARE WASTING ON SOFTWARE PATENTS AND DEFENSES, INSTEAD OF INVESTING IT IN PROGRESS AND INNOVATION. I WOULD GUESS THAT, ACROSS THE SOFTWARE INDUSTRY, SUCH CLAIMS MAY CONSUME AS MUCH AS A BILLION DOLLARS.**

Where would Windows be if graphical user interfaces had been patented by Apple? For that matter, where would Apple be if the Xerox Palo Alto Research Center had locked up GUI techniques for seventeen years?

Neither the innovators, nor the investors, nor the consumers would have benefited, and national progress would have been greatly suppressed.

Of the thousands of programmers I have known in the last quarter-century, I have never heard a single one say they *didn't* develop a program because they couldn't monopolize it.

Of the thousands of programs I have known about, as a multi-decade industry observer, I don't know of a single one that was innovative enough to promote progress—much less perhaps-qualify for a patent as a "useful art"—that couldn't find funding.

This is at least partially due to the fact that—unlike patentable devices—software can be created with relatively little investment, and quickly duplicated and distributed at even less cost. And almost every major software publisher today—including Autodesk—is proof of it.

The system was not broken when there were no software patents.

Patent Enforcement: A Lawyer's Dream

Now however, there is growing evidence that software patents have begun to harm and deter progress in what your hearing notice stated was "the fastest growing industry in the United States ... [that] employs about 4 percent of the American work force ... [with employment growing] at an annual rate of 6.6 percent."

Wealthy corporations are beginning to use their software patents to attack weaker opponents. But small, under-funded innovators have little more than the false delusion of protection when they receive a patent. (Software patents do, however, provide endless employment for intellectual-property litigators.)

Here are examples illustrating that the waste of resources and danger to innovation are increasing:

- Microsoft reportedly paid $25 million to

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[illegible] & [illegible]

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Speed	**133**	**166**	**200**	**166 MMX**	**200 MMX**	**233 MMX**	**166 MMX**	[illegible]	**233 MMX**
INTEL 430VX 512K	179	192	245	208	310	401	215	265	317
INTEL 430TX 512K	189	202	255	218	320	411	225	275	327

CPU	[illegible] PENTIUM II	INTEL PENTIUM II	INTEL PENTIUM II
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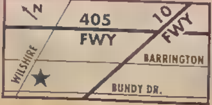

Realizable Fantasies *continued*

IBM in 1992 to license IBM's portfolio of about 1,000 software patents—not for use, but simply for self-defense. That's $25 million that Microsoft did not spend to reward innovation and promote progress.

- Lotus inappropriately used copyright protection—intended for artistic and non-utilitarian works—to monopolize displays and keystrokes that were useful and should never have been protected under copyright in the first place. But they were also obvious and were hardly novel by any stretch of the imagination—thus, should not have been protected at all, certainly not by patent.

It appears to most of us that Lotus won only because they could outspend their opponents—under-funded Paperback Software. Now, we have dangerous case-law precedent and have destroyed what was otherwise a viable, cost-competitive, job-producing, tax-paying, innovative software publisher. Innovation was not rewarded, and progress was not promoted.

Fortunately for Lotus, VisiCorp had not copyrighted, much less patented, the displays or intellectual processes that they chose to mimic by machine, a decade earlier.

- Paul Heckel of HyperRacks, who spoke earlier (strongly supporting software patents), was once an innovative programmer—who foolishly thought a software patent would protect his innovation. But he is neither an attorney nor wealthy. So he has wasted most of his last decade in bitter, consumptive attempts to protect his patent, but has reaped little reward. His patent left him no time to use his technical talents for personal benefit nor to promote progress.
- The company for which I [redacted] speaking, Autodesk, holds some number of software patents and has applied for others—which, of course, remain secret under current US law. However, all are defensive—an infuriating waste of our technical talent and financial resources, made necessary only by the lawyer's invention of software patents.

Autodesk has faced at least seventeen baseless patent claims made against it and has spent over a million dollars defending itself, with millions more certain to pour down the bottomless patent pit unless we halt this debacle. Fortunately—unlike smaller software producers—we have the financial and technical resources to rebuff such claims. We rebutted all but one of the claims, even before the patent-holders could file frivolous lawsuits and will litigate the remaining claim to conclusion. Note that your Patent Office has issued at least sixteen patents that we have successfully rebutted, and we never paid a penny in these attempted extortions that your Office assisted.

But it [redacted] an enormous waste of resources that could have better been invested in useful innovation. These unending baseless claims benefit patent lawyers, but they certainly do not promote progress.

Ask each major software publisher in your hearings to disclose the money and talent they are wasting on software patents and defenses

continued on page [illegible]

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- MS WIN95

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AT-6100 12.1"/16MB/2.1GB/166MMX	$2160
AT-6100 12.1"/32MB/2.1GB/200MMX	$2310
AT-6200 13.3"/16MB/2.1GB/166MMX	$2550
AT-6200 1[redacted]	$2710

ACCESSORIES

[redacted]

Printer Cable 6'/15'/25'	$4/7/10
VGA Ext. Cable 6'	4
Keyboard Ext. [redacted]	3
6' DB25M/M or DB25M/F	3
Power Y cable	2
Power Cord Ext.	3
Power Center	14
6 Outlet	3

Switch

2 Port Printer (Manual)	$7
4 Port Printer (Manual)	10
[redacted] Port Mouse/Keyboard (Manual)	15
2/4 [redacted] Printer (Auto Bi-dir.)	39/55
Printer Buffer 25[redacted]	79

VGA Spliter

4/8 Port VGA Spliter	$75/120
VGA Ext. Cable 25'/50'/75'	30/60/90

Tools

RJ-Tester (Twisted Pair)	$55
RJ45-2-Test (Multi-Modular)	
Cable Test F/10Base T ([redacted])	[redacted]
RJ45-BNC-Tester (Field)	60
RJ45&RJ12 Modular Plug	18

Panel

Modular Jack Plate 1/2 port	$2/3
[redacted] & [redacted]dular Jack	[redacted]
Surface Mounted Block	[redacted]

Adaptor

AT-DB9F to DB25M	$2
Mouse-DB9M to DB25F	2
AT-PS2 Keyboard	[redacted]
Modular Duplex (6P6C 8P8C)	2
Modular In Line Couple (6P6C [redacted])	2

PCMCIA

Smart Link Ethernet Card	$75
Smart Link 33.6 Fax Modem	79
Smart Link Ethernet & 33.6 (Combo)	249
Xircom Ethernet & 33.6 (Combo)	349
Xircom Ethernet (10BASE T)	189
Xircom 10/100 Ethernet	229
Xircom 33.6 Modem	235
Xircom 56K Modem	269
Xircom 10/100 Ethernet/56K Combo	375
3Com Ethernet (RJ45)	155
SMC Ethernet (Combo)	185
SMC Ethernet (RJ45)	145

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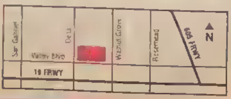

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- ZV support / VGA to TV output

15.1" New New New New

Bigger Screen Better View

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XGA TFT | Video RAM | PIPE [illegible] | CD Drive | MMX [illegible] | Li-Ion Batt

15.1 XGA Active Color

[illegible]

[illegible]

Pentium233 MMX $3,2[illegible]

Video Conference [illegible]

$259

ST 700

Intel Pentium® CPU (up to 233 MHz)
512K Sync, Pipeline Cache
14.1" 1024x768 XGA TFT
4 MB Video RAM
32MB EDO RAM (up to 128MB)
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Microphone, Stereo Speakers
2 x PCMCIA Type II or 1 Type III
2 Ni-MH Battery (Li-Ion opt.)
ZV Support w/ NTSC PAL / VGA to TV

Intel MMX 166	$2,449
Intel MMX 200	$2,649
Intel MMX 233	$2,659
13.3" XGA minus	**$100**

ST 600

Intel Pentium® CPU (up to 233 MHz)
512K Sync, Pipeline Cache
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64-Bit PCI Bus
2.1GB Removable HDD
Removable FDD / Exchangeable w/2nd Battery **(co-existring with CD)**
16-Bit Sound Blaster Pro
Microphone, Stereo Speakers
3 x PCMCIA Type I & Type II
1 Ni-MH Battery (Li-Ion opt.)
ZV Support w/ NTSC PAL / VGA to TV

Intel MMX 166	$1,839
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Intel MMX 233	$2,049
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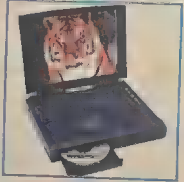
ST 500



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3.5" 1.44MB FDD (Built-In)
16-Bit Sound Blaster Pro
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2 x PCMCIA Type I&II & 1 Type III
1 Ni-MH Battery
ZV Support w/ NTSC PAL / VGA to TV
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Intel MMX 166	$1,639
Intel MMX 200	$1,739
12.1" TFT Add	**$190**
12.1" Dual minus	**$200**

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Intel Pentium® CPU (up to 166 MHz)
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16MB EDO RAM (up to 144MB)
6X CD-ROM
1MB Video EDO RAM
64-Bit PCI Bus Video Accelerator
1.4GB Removable HDD
3.5" 1.44MB FDD (Built-In)
16-Bit Sound Blaster Pro
Microphone, Stereo Speakers
2 x PCMCIA Type I&II & 1 Type III
1 Ni-MH Battery
Docking Station is available

Intel Pentium 133	$1,330
Intel Pentium 166	$1,380
11.3" TFT add	**$350**

* All notebook prices are [illegible] on 3% [illegible] discount • Win [illegible] CD/Manual [illegible] •

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4.0GB	$490

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ACCESSORIES

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Li-Ion Battery	$175
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Batt. Charger	$95

PCMCIA Cards

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56K Fax/Modem	$140
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Ethernet Card	$ [illegible]
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SOHO Power [illegible]

- CPU (Intel Pentium/Cyrix-AMD K5 K6)
- Pentium [illegible] Chipset (Support Ultra DMA)
- Pipeline Synchro Burst [illegible]k
- 32 [illegible] RAM
- 2.1 [illegible] Mode 4 HDD
- 3.5" 1.44MB Floppy Drive
- 14" 1024X768 28 NI SVGA Monitor
- Trident 9685 2 MB EDO RAM w/PC/TV
- [illegible] Fax/Data/Voice [illegible]
- Mid Fortress Tower Case FCC Approved
- Enhanced 104 WIN95 Key Keyboard & Mouse
- 2 Hi Speed Serial Ports / 1 parallel port
- (Multimedia Kit [illegible] $90 includes 16x CD-ROM,3DSound Card 80w Speaker)
- 10 Days Free Internet Access
- Win 95 CD/Manual add [illegible]

For home or small business use... Internet Accessing, faxing and receiving document, document editing, personal accounting, etc...

Pentium VX PROs'

Cyrix 200+	$519
Intel MMX 166	$ 599
Intel MMX 200	$ 699
Intel MMX 233	$ 809
Intel Pentium 133	$ 549
AMD K6-200	$ 659
AMD K6-233	$ 719

PIPELINE 3D Media Pro

- CPU (Intel Pentium/Cyrix-AMD K5 K6)
- Pentium TX PRO Chipset
- Pipeline Synchro Burst 512k
- 32 MB SDRAM RAM
- 2.6 GB EIDE Mode 4 HDD
- 3.5" 1.44MB Floppy Drive
- [illegible] MPR II NI MONITOR Flat Screen
- Trident 9685 4 MB EDO RAM w/PC/TV
- 24 xSpeed CD-ROM
- Wave Table 3D Surrounding Sound Card
- 80w High Power Stereo Speaker
- 56K Fax/Data/Voice Modem
- Microphone
- Mid Fortress Tower Case FCC Approved
- Enhanced 104 WIN95 Key Keyboard & Mouse
- 2 Hi Speed Serial Ports / 1 parallel port
- Family CD bundle for WIN95 titles
- 10 Days Free Internet Access
- Win 95 CD/Manual add $89

The full function Multimedia System [illegible] always wanted. Now the TX [illegible] you Ultra DMA power with performance at 33.6MB/sec accessing power at a great price...

Pentium TX MMX 233

Cyrix 200+	$689
Intel MMX 166	$ 769
Intel MMX 200	$ 869
Intel MMX 233	$ 979
Intel Pentium 133	$ 719
AMD K6-200	$ 629
AMD K6-233	$ 689

Ultra DMA TX Power

- CPU (Intel Pentium/Cyrix-AMD K5 K6)
- Intel Triton TX Chipset
- Pipeline Synchro Burst 512k
- 32 MB SDRAM RAM (up to [illegible] MB)
- 3.6 GB Ultra DMA ST HDD
- 3.5" 1.44MB Floppy Drive
- 15" MPR-II NI MONITOR Flat Screen
- ATI 3D Expression PC/TV w/ 4 MB SGRAM
- 24x Speed CD-ROM
- Wave Table 3D Surrounding Sound Card
- 80bw High Power Stereo Speaker
- 56K Fax/Data/Voice Modem
- Microphone
- Mid Fortress Tower Case FCC Approved
- Enhanced 104 WIN95 Key Keyboard & Mouse
- 2 Hi Speed Serial Ports / 1 parallel port
- Family CD bundle for WIN95 titles
- 10 Days Free Internet Access
- Win 95 CD/Manual add $89

You have always wanted the SCSI power but could never afford it. Now the TX brings you Ultra DMA power with performance at 33.6MB/sec accessing power at a great price...

Pentium TX Power

Cyrix 200+	$829
Intel MMX 166	$ 909
Intel [illegible] 200	$1,009
Intel [illegible] 233	$1,119
Intel Pentium 133	$ 859
AMD K6-200	$ 969
AMD K6-233	$1,029

[illegible] AGP [illegible]

- CPU (Intel Pentium II Processor
- ASUS [illegible] AGP motherboard
- 64 MB SDRAM
- 4.3 GB Ultra DMA ST HDD
- 3.5" 1.44MB Floppy Drive
- 15" MPR II NI MONITOR Flat Screen
- [illegible] AGP w/ 4 MB SGRAM (the fastest in the world)
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- Sound Blaster AWE64 Sound Card
- High Power Subwoofer Stereo Speaker
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- Microphone
- Mid ATX Tower Case FCC Approved
- Enhanced 104 WIN95 Key Keyboard & Mouse
- 2 Hi-Speed Serial Ports / 1 parallel port
- Family CD bundle for WIN95 titles
- 10 Days Free Internet Access
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Pentium II233	$1,426
Pentium II266	$1,626
Pentium II300	$1,906

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- Optionfor Modem Server
- Network Game for 2 User or m[illegible]

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Realizable Fantasies

continued from page 36

instead of investing it in progress and innovation. I would guess that, across the software industry, such claims may consume as much [redacted] a billion dollars. Much worse, they are consuming more and more time of the programming talent in each company, for programmers are the only ones technically competent to assist attorneys in preparing one defense after another after another. Still other programmers remain unproductive in one deposition after another after another, and one court hearing after another after another.

This does not reward innovation nor "promote progress."

Patents As Impediments To Progress

Furthermore, software patents can provably fail to reward innovation and at the same time deter progress.

As an example: There is an arithmetic coding compression algorithm that is an option to the JPEG standard. But such arithmetic coding algorithms are patented by IBM—and possibly subject to patents held by Mitsubishi and others. As a direct consequence, almost no JPEG implementations support this option—they only implement Huffman coding, which is less efficient but not subject to monopoly.

Thus IBM receives no revenues, users must settle for a less powerful tool, and IBM cannot even use the technology to its own advantage because its products would then be incompatible with those of other vendors.

Additionally, patents impede progress and harm the market by forcing incompatibility—designed exclusively to avoid infringing a patent. Innovation is diverted from genuine progress into finding a path to circumvent the visible alligators in the patent swamp, with other alligators invisible, hidden beneath this nation's disclosure delay. Products are not interoperable, and standards are thwarted because components in them are patented.

WHERE WOULD MICROSOFT BE IF GARY KILDALL HAD PATENTED CP/M, OF WHICH [redacted]-DOS WAS A LOOK-ALIKE? OR IF DIGITAL EQUIPMENT CORP. HAD PATENTED THE TOPS-10 CCL INTERFACE, FROM WHICH KILDALL DERIVED THE CP/M COMMAND INTERFACE?

continued on page 41

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Pentium® 150 MHz	$777
Pentium® [redacted] MHz	$910
Pentium® 166 MMX	$860
Pentium® 200 [redacted]	$980
Pentium® 233 MMX	$1138

ACCESSORIES

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ESS 1869 3D 16-Bit Sound Card	$13
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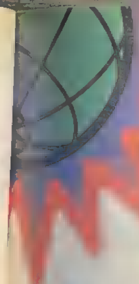

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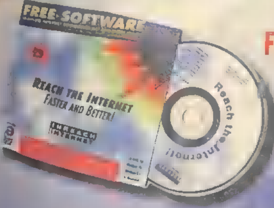

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[illegible]

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- Mid Tower Case, 300W FCC / UL
- [redacted] 10ns SDRAM expandable to 384MB
- NEC 1.44" 3.5" Diskette Drive
- IBM 4.3GB 9.5ms [redacted] DMA Drive
- Toshiba 24X CD-ROM Drive
- Creative Lab Vibra 16 Sound Card
- Yamaha M7 Speaker System
- Matrox Millennium II [redacted] WRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 5 x PCI Bus, 2 x ISA Bus, 1 x AGP Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows [redacted]
- Microsoft PS/2 IntelliMouse
- One Year Full Parts [redacted] Labor Warranty

VANTAGE POWER II

Pentium II 266-512 MMX **$1764**
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- Intel 440LX Chipset
- Single Processor Support
- Mid Tower Case, 300W FCC / UL
- 64MB 10ns SDRAM expandable to 384MB
- NEC 1.44" 3.5" Diskette Drive
- IBM 6.4GB 9.5ms Ultra DMA Drive
- Toshiba 32X CD-ROM Drive
- Creative Lab AWE64 Sound Card
- Yamaha M15 Speaker System
- Matrox Millennium II AGP 4MB WRAM Video Card or STB Velocity 128 AGP 4MB SGRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 5 x PCI Bus, 2 x ISA Bus, 1 x AGP Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows 95
- Microsoft PS/2 IntelliMouse
- One Year Full Parts [redacted] Labor Warranty

[redacted]

Pentium II 266-512 [redacted] **$2210**
Pentium II 300-512 MMX **$2397**

- Intel 440LX Chipset
- Single Processor Support
- Tower Case, 300W FCC / UL
- 64MB 10ns SDRAM expandable to 384MB
- NEC 1.44" 3.5" Diskette Drive
- IBM 8GB 9.5ms Ultra DMA Drive
- Toshiba 32X CD-[redacted] Drive
- Creative Lab AWE64 Gold Sound Card
- Altec Lansing ACS48 Speakers
- Matrox Millennium II 8MB WRAM Video Card or Elsa Gloria Synergy 8MB SGRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 5 x PCI Bus, 2 x ISA Bus, 1 x AGP Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows 95
- Microsoft PS/2 IntelliMouse
- One Year Full Parts & Labor Warranty

VANTAGE IIS

Pentium II 266-512 [redacted] **$2198**
Pentium II 300-512 [redacted] **$2399**

- Intel 440LX Chipset
- Single Processor Support
- Tower Case, 300W FCC / UL
- 64MB 10ns SDRAM expandable to 384MB
- NEC 1.44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate Cheetah [redacted].3GB 7.5ms Ultra Wide SCSI-2
- Toshiba 32X CD-ROM Drive
- Creative [redacted] Vibra 16 Sound Card
- Altec Lansing ACS48 Speakers
- Matrox Millennium II AGP [redacted] WRAM Video Card or STB Velocity 128 AGP 4MB SGRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 4 x PCI Bus, 2 x ISA Bus, 1 x AGP Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows [redacted]
- Microsoft PS/2 IntelliMouse
- One Year Full Parts & Labor Warranty

VANTAGE IIGS

Pentium II 266-512 MMX **$2893**
Pentium II 300-512 MMX **$3009**

- Intel 440LX Chipset
- Single Processor Support
- Tower Case, 300W FCC / UL
- 128MB 10ns SDRAM expandable to 384MB
- NEC 1.44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate Cheetah [redacted].3GB 7.5ms Ultra Wide SCSI-2
- Plextor 14/32X SCSI CD-ROM Drive
- Creative Lab Vibra 16 Sound Card
- Yamaha M15 Speakers
- Elsa Gloria Synergy 8MB SGRAM Video Card [redacted] Symmetric Glyder 8MB SGRAM Video Card
- 1 Parallel Port, [redacted] Serial Ports
- 4 x PCI Bus, 2 x ISA Bus, 1 x AGP Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V4.0 Workstation
- Microsoft PS/2 IntelliMouse
- One Year Full Parts [redacted] Labor Warranty

VANTAGE DUAL [redacted]

Pentium II 266-512 [redacted] **$288[redacted]**
Pentium II 300-512 [redacted] **$3080**

- Intel 440LX Chipset
- Dual Processor Support Single Processor installed
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- 128MB 10ns SDRAM expandable [redacted] 512MB
- NEC 1.44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate Cheetah 4.3GB 7.5ms Ultra Wide SCSI-2
- Toshiba 32X CD-ROM Drive
- Creative Lab Vibra 16 Sound Card
- Yamaha M15 Speaker System
- Matrox Millennium II AGP 4MB [redacted] Video Card or STB Velocity 128 AGP 4MB SGRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 4 x PCI Bus, 2 x ISA Bus, 1 x AGP Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V4.0 Workstation
- Microsoft PS/2 IntelliMouse
- One Year Full Parts [redacted] Labor Warranty

VANTAGE DUAL IIGS

Pentium II 266-512 MMX **$4125**
Pentium II 300-512 MMX **$4229**

- Intel 440LX Chipset
- Dual Processor Support Single Processor Inst[redacted]
- Tower Case, 300W FCC / UL
- 128MB 10ns SDRAM expandable to 512MB
- NEC 1.44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate Cheetah 4.3GB 7.5ms Ultra Wide SCSI-2
- Plextor 14/32X [redacted] CD-ROM Drive
- Creative [redacted] Vibra [redacted] Sound Card
- Yamaha M15 Speaker System
- Elsa Gloria L/MX 8/16MB 3D Video Card
- 1 Parallel Port, 2 Serial Ports
- 4 x PCI Bus, 2 x ISA Bus, 1 x AGP Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V4.0 Workstation
- Microsoft [redacted] IntelliMouse
- One Year [redacted] Parts [redacted] [redacted]r Warranty

VANTAGE SERVER IIDM

Pentium II 266-512 MMX **$6480**
Pentium II 300-512 MMX **$6688**

- Intel 440LX Chipset
- Dual Processor Support Single Processor Installed
- Super Server Case, 2X 350W Hot Swap Power Supply
- 128MB 10ns SDRAM expandable to 512MB
- NEC 1.44" [redacted].5" Diskette Drive
- AMI MegaRAID Ultra Wide SCSI-2 Controller
- Seagate Cheetah 4.3GB [redacted].5ms Ultra Wide SCSI-2
- Toshiba 15X SCSI CD-ROM Drive
- Integrated Video Card
- 1 Parallel Port, 2 Serial Ports
- 7 x PCI Bus, 3 x ISA Bus Slots
- Intel i960 I_2O I/0 Processor
- Microsoft 104-key Natural Keyboard
- Intel EtherExpress 10/100 Network Card
- Microsoft PS/2 IntelliMouse
- One Year Full Parts & Labor Warranty

VANTAGE SERVER IIDS

Pentium II 266-512 [redacted] **$6857**
Pentium II 300-512 [redacted] **$6961**

- Intel 440LX Chipset
- Dual Processor Support Single Processor Installed
- Super Server Case, 2X 400W Hot Swa[redacted] Power Supply
- 256MB 10ns SDRAM expandable to 512MB
- NEC 1.44" 3.5" Diskette Drive
- Mylex [redacted] Ultra Wide 3 Channel RAID Controller
- 3x Seagate Cheetah 4.3GB 7.5ms Ultra Wide SCSI-2
- Plextor 12/20X SCSI CD-ROM Drive
- Matrox Millennium II 4MB WRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 4 x PCI Bus, 2 x ISA Bus, 1 AGP Slots
- Microsoft 104-key Natural Keyboard
- Intel EtherExpress 10/100 Network Card
- Microsoft PS/2 IntelliMouse
- One Year Full Parts [redacted] Labor Warranty

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COMPUTER NETWORK & COMMUNICATION

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Alpha SX 533MHz $1993

- [redacted] Pipeline Burst Cache
- ATX Mid Tower Case, 300W FCC / UL
- [redacted] 10ns SDRAM expandable to 512MB
- NEC 1.44" 3.5" Diskette Drive
- IBM 4.3GB 9.5ms Ultra [redacted]A Drive
- Toshiba 24X CD-ROM Drive
- Matrox Millennium II [redacted] WRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 4 x PCI Bus, 2 x ISA Bus Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V4.0 Workstation
- Microsoft PS/2 Mouse 2.0

[illegible]

Alpha LX 533MHz $3950

- 2MB Pipeline Burst Cache
- ATX Mid Tower Case, 300W FCC / UL
- 128MB 10ns SDRAM expandable to 512MB
- NEC 1.44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate Cheetah 4.5GB 7.5ms Ultra Wide SCSI-2 Drive
- Toshiba 15X SCSI CD-ROM Drive
- Matrox Millennium II 4MB WRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 4 x PCI Bus, 2 x ISA Bus Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V4.0 Workstation
- Microsoft PS/2 Mouse 2.0

[illegible]

Alpha LX 533MHz $4575

- 2MB Pipeline Burst Cache
- ATX Mid Tower Case, 300W FCC / UL
- 256MB 10ns SDRAM expandable to 512MB
- NEC 1.44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate Cheetah 4.5GB 7.5ms Ultra Wide SCSI 2 Drive
- Toshiba 15X SCSI CD-ROM Drive
- ELSA Gloria Synergy 8MB SGRAM 3D Accelerator
- 1 Parallel Port, 2 Serial Ports
- 4 x PCI Bus, 2 x ISA Bus Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V4.0 Workstation
- Microsoft PS/2 Mouse 2.0

MONITORS

Nanao / Eizo

TX.C7	17"	.25	1600 x 1200	$795
TX.D7S	20"	.25	1600 x 1200	$1690
FX.E8	21"	.26	1600 x 1200	$2250

Panasonic

S70	17"	.27	1280 x 1024	[redacted]
P17	17"	.25	1600 x 1200	$575

Sony

200SX	17"	.25	1280 x 1024	$575
200SF	17"	.25	1280 x 1024	$630
300SF	20"	.30	1600 x 1200	$1355

Viewsonic

15GS	15"	.28	1280x1024	$295
G773	17"	.26	1280x1024	$495
P775	17"	.25	1280x1024	$630
PT775	17"	.25	1280x1024	$650
PT813	20"	.25	1600x1200	$1295
P815	21"	.25	1880x1440	$1380

VIDEO CARDS

Diamond

Monster 3D	$149
FireGL 1000 Pro	$265

Digital Processing Systems

Perception PVR	$1680
Hollywood	CALL

ELSA

Gloria Synergy	$275
Gloria L/MX	$1295

Matrox

Millennium II	64-bit 4MB WRAM	$159
Millennium II	64-bit 8MB WRAM	$265
Millennium II AGP		CALL

SBT

Velocity 128 AGP	$169

Symmetric

Glyder Max II	$275
Glyder TX-16	$1560
Glyder MP-40	$2980

SOUND CARDS

Creative Lab

Sound Blaster AWE64 Value	[redacted]
Sound Blaster AWE64 Gold	$155

CD-RECORDER

Yamaha

CD-400i	4 x 6 Internal Drive only	$395
CD-400x	4 x 6 External Drive only	$445
CD-401T	4 x 6 Internal Drive only	$395
CDW-4001	4 x 6 x [redacted] Internal Drive only	$495

CD-ROMS

Plextor

[redacted] Plex	$189
14/32 UltraPlex	$215

Toshiba

[redacted]	Twenty Four-Speed IDE	$79
[redacted]	32-Speed	CALL
6201	32-Speed SCSI	CALL

SPEAKERS

Altec Lansing

ACS-45	[redacted]
ACS-48	$119

Yamaha

M7	$38
M15	$68

HARD DISKS-IDE

IBM

34330	4.3GB	Ultra DMA	9.5ms	$199
36480	6.4GB	Ultra DMA	9.5ms	$279
38400	8GB	Ultra DMA	9.5ms	$365

HARD DISKS - *ULTRA WIDE SCSI*

Quantum

XP34361	4.1GB	Wide Ultra SCSI	7.9ms	$560
XP39100	9.3GB	Wide Ultra SCSI	7.9ms	$895

Seagate *BARRACUDA*

ST34572W	4.5GB	Wide Ultra SCSI	8ms	[redacted]
ST19171W	9.1GB	[redacted] Ultra SCSI	8ms	$[redacted]

Seagate *CHEETAH*

ST34501W	4.5GB	Wide Ultra SCSI	7.5ms	$659
ST19101W	9.0GB	Wide Ultra SCSI	7.5ms	$1060

[illegible]/SWITCH

Acer

ALH509	[redacted] Port Hub 10Base-T	$75
ALH308TX	8 Port Hub 100Base-T	$375

D-Link

DE-805TP	5 Port Hub 10Base-T	$55
DE-809TP	9 Port Hub 10Base-T	$78
DFE-808TX	8 Port Hub 100Base-T	$375
DES-[redacted]008	[redacted] Port Switch 10/100Base-T	$1150

NETWORK CARDS

3Com

3C905TX	32 bit PCI 10/100	[redacted]

Intel

EtherExpress 10/100+	$64

TAPE BACKUPS

Hewlett-Packard

C1536	2-4GB SCSI DAT	$780
C1599	[redacted] SCSI DAT	$885
C1554	12/24GB SCSI DAT	$1250
C5468	6X24GB SCSI DAT	CALL
C1579	20/40GB SCSI DLT	CALL

CONTROLLER CARDS

Adaptec

AHA-2910	32-bit PCI SCSI	$95
AHA-2940U	32-bit PCI Ultra SCSI	$179
AHA-2940UW	32-bit PCI Ultra Wide SCSI	$199
AHA-3940UW	32-bit PCI WideSCSI MultiChan	$386
AAA-131	32-bit PCI Ultra Wide Raid	$450
AHA-F940	32-bit PCI Fibre	[redacted]

Emulex

LightPulse PCI	32-bit PCI Fibre Channel [redacted]	$2250
LightPulse Hub	32-bit PCI Fibre Channel Hub	CALL

Mylex

DACPUM-1-4	32-bit PCI Ultra Wide SCSI Raid	[redacted]
DACPUM-2-4	32-bit PCI Ultra Wide SCSI Raid	[redacted]
DACPUM-3-4	32-bit PCI Ultra Wide SCSI Raid	$1485

MODEMS

Ascend

Pipeline 15	$285

US Robotics

Sportster 33.6	[redacted]
Sportster 33.6 Voice	[redacted]
Sportster [redacted]	$129

MOTHER BOARDS

Asus

P2L97	Pentium II LX Motherboard	$179
P2L97-S	Pentium II LX Motherboard	$255
P2L97-DS	Dual Pentium [redacted] LX Motherboard	$425

Intel

AL440LX	Pentium [redacted] LX Motherboard	$189
DK440LX	Dual Pentium II LX Motherboard	$525

Super Micro

P6SLS	Pentium II LX Motherboard	$275
P6DLS	Dual Pentium II LX Motherboard	[redacted]

PROCESSORS

**Prices Are Subject To Change Without Notice*

Intel Pentium MMX [redacted] 233MHz	$276
Intel Pentium II [redacted] CPU 266MHz	[redacted]
Intel Pentium II MMX CPU 300MHz	[redacted]

MEMORY

SDRAM

32 MB	4x64	[redacted]
64 MB	8x64	$183
128 MB	16x64	$479

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Realizable Fantasies

continued from page 40

It's bad enough to inflict this harm and impediment to progress on physical devices. To extend it to machine-mimicked intellectual processes is outrageous.

Patents: Enemy Of Global Competitiveness

Finally, there is the intense danger that software patents pose to our industry's global competitiveness.

We all know that Wall Street's near-term bottom-line myopia strangles US corporate long-term research-and-development investment—unlike corporations in some other nations, notably on the Pacific Rim. Thus, we are at a disadvantage in producing basic innovation that is patentable. But foreign companies can do it, and are doing it.

As an example, several Japanese companies are pursuing extensive research in fuzzy logic, and are reportedly filing for US patents on every comma and semicolon. Are they likely to license such patents to their US competitors?

> IT APPEARS TO MOST OF US THAT LOTUS WON ONLY BECAUSE THEY COULD OUTSPEND THEIR OPPONENTS—UNDER-FUNDED PAPERBACK SOFTWARE. NOW, WE HAVE DANGEROUS CASE-LAW PRECEDENT AND HAVE DESTROYED WHAT WAS OTHERWISE A VIABLE, COST-COMPETITIVE, JOB-PRODUCING, TAX-PAYING, INNOVATIVE SOFTWARE PUBLISHER. INNOVATION WAS NOT REWARDED, AND PROGRESS WAS NOT PROMOTED.

We have seen what foreign investments in long-term R&D have done to our competitiveness in traditionally patentable areas such as consumer electronics, automobiles and optics. Nonetheless, few publicly traded US corporations have dared to endanger next quarter's bottom line by investing great amounts in R&D that can pay off only in the long term.

Shall we inflict this danger on our software industry?

And the debacles deriving from differing national patent policies are intolerable. For example, the patent on public-key cryptographic algorithms only restricts their use by North Americans—due to different disclosure requirements. (Strictly incidental to the patent issue, US taxpayers are the ones who paid for public-key research and development at two publish-or-perish academic universities, but are among the few people in the world who cannot freely use what they paid for!

Next month's column will conclude this three-part series with a number of specific recommendations regarding, and opposing, "software patents," which were presented to PTO Commissioner Bruce Lehman in those March, 1994, hearings. ■

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- 8MB EDO TO 40MB, 256K CACHE
- SVGA 800X600 2M VIDEO 64 BIT PCI BUS
- 20X SPEED CD ROM
- 16 BIT STEREO SOUND SYSTEM
- REMOVABLE HDD 1.6GB/2.1GB/3.0GB
- 3.5" 1.44MB FDD
- 2 TYPE II OR 1 TYPE III PCMCIA SLOT
- TOUCH PAD, CARRYING BAG
- DR 35 COMPATIBLE NI-MH BATTERY

SCREEN	INTEL CPU	RAM	HARD	PRICE
12.1" SVGA TFT	166MMX	24M EDO	2.0GB	$1655
12.1" SVGA TFT	200MMX	24M EDO	2.0GB	$1745
12.1" SVGA TFT	166MMX	40M EDO	2.0GB	$1710
12.1" SVGA TFT	200MMX	40M EDO	3.0GB	$1920

AGER NP8600

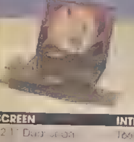
- 16MB EDO TO 80MB, 256K CACHE
- SVGA 800X600 2M VIDEO 64 BIT PCI BUS
- 20X SPEED CD-ROM
- 16 BIT STEREO SOUND SYSTEM
- REMOVABLE HDD 1.6GB/2.1GB/3.0GB
- 3.5" 1.44MB FDD
- TV OUTPUT ZV PORT
- NI-MH BATTERY
- 2 TYPE II OR 1 TYPE III PCMCIA SLOT
- TOUCH PAD, CARRYING BAG

SCREEN	INTEL CPU	RAM	HARD	PRICE
12.1" Dual Scan	166MMX	16M EDO	2.0GB	$1425
13.3" Active Matrix	166MMX	16M EDO	2.0GB	$1655
12.1" Active Matrix	166MMX	16M EDO	2.0GB	$1765
12.1" Active Matrix	166MMX	32M EDO	2.0GB	$1820

AGER NP8700

- 16MB EDO RAM EXPANDABLE TO 160MB
- 256K PIPELINE BURST SYN CACHE
- REMOVABLE HDD 1.6GB/2.1GB/3.0GB
- 2MB VIDEO RAM (EDO)
- REMOVABLE FULL SIZE 20X SPEED CD-ROM
- 16 BIT SOUND SYSTEM SUPPORT 3D SOUND
- 2 TYPE II OR 1 TYPE III PCMCIA SLOT
- ZOOM VIDEO PORT • TV OUTPUT
- 2 USB PORTS • OPTION: MO DRIVE
- INTERNAL AC ADAPTER LI-ION BATTERY

SCREEN	INTEL CPU	RAM	HARD	PRICE
12.1" SVGA TFT	166MMX	32M EDO	2.0GB	$1970
12.1" XGA TFT	166MMX	32M EDO	2.0GB	$2000
13.3" XGA TFT	166MMX	32M EDO	2.0GB	$2260
13.3" XGA TFT	200MMX	32M EDO	2.0GB	$2350



NP6200

- 16MB EDO TO 72MB EDO
- SVGA 800X600 2M VIDEO, 64 BIT PCI BUS
- 20X SPEED CD ROM
- 16 BIT STEREO SOUND SYSTEM
- REMOVABLE HDD 1.6GB/2.1GB/3.0GB
- 3.5" 1.44MB FDD • TV OUTPUT ZV PORT
- 512K PIPELINE CACHE
- 2 PCMCIA TYPE II & III
- TOUCH PAD, CARRYING BAG
- OPTION: LI-ION BATTERY

SCREEN	INTEL CPU	RAM	HARD	PRICE
12.1" Dual Scan	166MMX	32M EDO	2.0GB	$1485
12.1" Dual Scan	200MMX	32M EDO	2.0GB	$1575
12.1" Active Matrix	166MMX	32M EDO	2.0GB	$1855
12.1" Active Matrix	233MMX	64M EDO	3.0GB	$2255

NP8260

- 512K PIPELINE CACHE
- 64 BIT 3D 4MB EDO RAM
- 16MB SD RAM TO 128MB RAM
- 20X SPEED CD ROM
- 3D SOUND
- 2 TYPE II OR 1 TYPE III PCMCIA SLOT
- LITHIUM ION BATTERY
- VIDEO IN SUPPORTS VIDEO CAPTURE
- ZV PORT & CARD BUS
- OPTION: MO DRIVE, ZIP LS 120, 2ND HDD

SCREEN	INTEL CPU	RAM	HARD	PRICE
15.1" Active Matrix	166MMX	32M EDO	2.0GB	$3050
15.1" Active Matrix	200MMX	32M EDO	2.0GB	$3140
15.1" Active Matrix	166MMX	32M EDO	3.0GB	$3170
15.1" Active Matrix	233MMX	64M EDO	4.0GB	$3670

NP7200

- 32MB EDO RAM EXPANDABLE TO 128MB
- 512K PIPELINE BURST SYN CACHE
- REMOVABLE HDD 2.0GB/3.0GB/5.0GB
- 4MB VIDEO RAM (EDO)
- FULL SIZE 20X SPEED CD-ROM
- 16 BIT SOUND SYSTEM SUPPORT 3D SOUND
- 2 TYPE II OR 1 TYPE III PCMCIA SLOT
- ZOOM VIDEO PORT
- TV OUTPUT • 2 USB PORTS
- OPTION: LI-ION BATTERY

SCREEN	INTEL CPU	RAM	HARD	PRICE
13.3" XGA TFT	166MMX	32M EDO	2.0GB	$2255
13.3" XGA TFT	233MMX	32M EDO	2.0GB	$2395
14.1" XGA TFT	166MMX	32M EDO	2.0GB	$2460
14.1" XGA TFT	166MMX	32M EDO	3.0GB	$2670

PENTIUM MMX SYSTEM

- INTEL CPU W/HEAT SINK & FAN
- INTEL PCI 512K CACHE M/B
- 32MB EDO RAM
- 3.5" 1.44 FLOPPY DRIVE
- MINI TOWER CASE W/POWER SUPPLY
- DIAMOND 3D PCI SVGA W/2MB RAM
- WD 2.0GB HD
- MICROSOFT MOUSE W/PAD
- 104 KEY WIN95 ENHANCE KEYBOARD
- SMARTLINK 33.6 FAX/MODEM
- AXION 15" .28MM COLOR MONITOR
- MITSUMI IDE 24X SPEED CD ROM
- MIC 150 MICROPHONE
- 60 WATTS STEREO SPEAKER
- S-B 16 BIT STEREO SOUND CARD

166MMX $885 / 200MMX $965 / 233MMX $1035

PENTIUM II SYSTEM

- INTEL CPU W/HEAT SINK & FAN
- INTEL PCI 512K CACHE M/B
- 32MB EDO RAM
- TEAC 3.5" 1.44 FLOPPY DRIVE
- MID TOWER ATX CASE W/POWER SUPPLY
- DIAMOND 3D PCI SVGA W/4MB RAM
- WD 4.0GB HD
- MICROSOFT MOUSE W/PAD
- 104 KEY WIN95 ENHANCE KEYBOARD
- USR 56K FAX/MODEM
- CYBER VISION 17" .27MM COLOR MONITOR
- TOSHIBA IDE 24X SPEED CD-ROM
- MIC 150 MICROPHONE
- 80 WATTS STEREO SPEAKER
- S-B 64 AWE STEREO SOUND CARD

P II 233 [illegible] / P II 266 $1785 / P II 300 [illegible]

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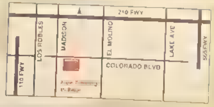

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Intel 430 VX Triton PCI [illegible]
256K Pipeline Cache, Plug [illegible] Play
[illegible] EDO, 60NS RAM
1 44MB Floppy
1 6GB EIDE Mode-4 Hard Drive
[illegible] High-Speed Serial [illegible] 1 Parallel Ports
PCI Enhanced IDE Controller
PCI SVGA Windows Accelerator w/1MB RAM
14" SVGA, .28mm NI, Color Monitor
Mid Tower w/230-Watt PS
High Res. Mouse, 104 Keyboard

Pentium® 150MHz $555
Pentium® [illegible] $565
Pentium® 200MHz $615

MMX SYSTEM #2

Intel 64-Bit MMX CPU w/Heat Sink [illegible] Fan
Intel 430 TX Triton Chipset [illegible]therboard
512K Pipeline Cache, Plug & Play
32MB EDO, 60MS [illegible]
1 44MB Floppy
2.5GB EIDE, Mode-4 Hard Drive
2 High-Speed Serial, 1 Parallel Ports
PCI Ultra IDE Controller
[illegible] PCI w/4MB SGRAM
[illegible] Full Screen Video
15" SVGA Digital, NI, Flat, .28mm Color Monitor
24-Speed CD-ROM + CD Titles
16-Bit Stereo Sound Card
180-Watt Speakers
High Res Mouse, 104 Keyboard
Mid Tower Case

Pentium® [illegible] $855
Pentium® 200MHz $955
Pentium® 233MHz $1035

PENTIUM® II SYSTEM #1

Intel Pentium® II CPU 512K Cache w/Heat Sink & Fan
PII Motherboard Intel 440LX AGP Chipset
3[illegible]B Hi-Performance SDRAM
1 44 Floppy
2 5GB Ultra IDE [illegible]rd Drive
ASUS 128 AGP 4MB SGRAM
MPEG, Full Screen Video
15" Digital, Flat .28mm Color Monitor
2 High-Speed Serial, 1 Parallel Ports
PCI Enhanced IDE Controller
24-Speed CD-ROM + Titles
16-Bit Stereo Sound Card
180-Watt Speakers
MS Mouse, 104 Keyboard
[illegible] Internal Fax Modem Voice
Mid Tower ATX Case

Pentium® 200MHz $1365
Pentium® 233MHz $1495
Pentium® 300MHz $1715

5 YR. LABOR WARRANTY 1 YR. PARTS

PENTIUM® SYSTEM #2

Intel 64-Bit CPU w/Heat Sink [illegible] Fan
[illegible] VX Triton PCI Set
512K Pipeline Cache Plug [illegible] Play
32MB EDO 60ns RAM
1.44MB Floppy
2 1GB EIDE, Mode-4 Hard Drive
[illegible] High-Speed Serial, Parallel Ports
PCI Enhanced IDE Controller
S3 [illegible] PCI Video, MPEG
Full-Screen Video, w/2MB EDO RAM
15" SVGA Digital, NI, Flat, .28mm, Color Monitor
24-Speed IDE CD-ROM + [illegible] Titles
16-Bit Stereo Sound Card
80-Watt Stereo Multimedia Spea[illegible]
[illegible] Res. Mouse, [illegible] Keyboard
Mid Tower Case w/230-Watt PS

Pentium® 150MHz $755
Pentium® 166MHz $765
Pentium® 200MHz $815

MMX SYSTEM #3

Intel 64-Bit MMX CPU [illegible]/Heat Sink [illegible] Fan
Intel 430 TX Triton Chipset
512K Pipeline Cache, Plug [illegible] Play
64MB EDO, 60ns RAM
1 44MB Floppy
4.3GB Ultra IDE Hard Drive
2 High-Speed Serial 1 Parallel Ports
PCI Enhanced IDE Controller
Matrox Millennium II [illegible] PCI w/4MB WRAM [illegible] Full Screen Video
Panasonic 17" O E M , .26mm Digital, Flat Color Monitor
24-Speed CD-ROM + Titles
Sound Blaster AWE [illegible] Value
180-Watt Speakers
56K Internal Voice Fax Modem
Microsoft Mouse, 104 Keyboard
Mid Tower Case

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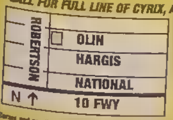

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GUEST EDITORIAL • BY DAVID KLINE

Win-Win, High-Tech, And The UPS Strike

A Wake-Up Call To Silicon Valley

If you thought 1997's UPS strike was just some old-fashioned Industrial Age conflict with little relevance to the high-tech industry, think again. The issue [redacted] the core of this strike—the rights of America's fast-growing contingent workforce—is about to strike with [redacted] vengeance at the very heart of Silicon Valley's Information Age economy.

According to the US Department of Labor, nearly one in five American workers nationwide are now classified as part-time or temporary employees. Corporate America [redacted] driving this shift to contingent employment, of course, because it results in lower labor costs, greater flexibility in responding to changes in technologies and markets, and increased competitiveness in the global economy.

Most Americans understand that there may a price to pay for making our economy more competitive. What they don't understand, though, is why workers must shoulder *all* of the burdens and receive none of the benefits of such increased competitiveness. [redacted] UPS' case, the bosses' profits kept rising, rising, rising—more than doubling, in fact, just since 1992—while the workers' real incomes, benefits and working conditions (can *you* lift 150 pounds?) kept falling, falling, falling.

It's a simple matter of fairness—and as UPS' bosses discovered to their surprise and chagrin, insulting the American people's sense of fair play is a perilous [redacted] indeed! The UPS strike, in fact, was the first large-scale labor action in a generation to win the overwhelming support of Americans, who in recent decades have become disdainful of unions and intolerant of economic disruptions of any [redacted].

High-Tech Migrant Workers

What does all this have to do with Silicon Valley?

Simple. The relentless drive to "ephemeral-ize" American jobs [redacted] nowhere more pronounced than in Silicon Valley, where legions of cyber-gypsies roam the high-tech landscape in search of one fleeting job after another According to a study last year by Working Partnerships USA, a non-profit institute funded by the AFL-CIO, the contingent workforce in Silicon Valley has grown 35% in recent years, to represent more than 40% of all high-tech workers.

> The relentless drive to **"ephemeral-ize"** American jobs is nowhere more pronounced than in Silicon Valley, where legions of **cyber-gypsies** roam the high-tech landscape in search of one **fleeting job** after another.

For some workers able to navigate effectively the twists and turns of this new contingent labor market, the rewards can be greater entrepreneurial opportunity and more flexibility in managing their work and family schedules. But for the majority of both low- and high-skilled workers, the rise [redacted] contingent employment means increased economic insecurity, declining wages, little access to benefits and health care and few, if any, of the rights and protections afforded by state and federal labor laws

Indeed, according to the US Bureau of Labor Statistics, less than 10% of Silicon Valley temporary workers receive health insurance. As for wages, the Working Partnerships study found that the real incomes of contingent high-tech workers adjusted for inflation, have fallen 15% since 1989

And we're not just talking about those stereotypical lower-skilled, mostly immigrant female workers who assembled your PC, either High-skilled technical workers, including software programmers, have seen their real wages fall an astonishing 28% in the past seven years according to the study.

So take it as a warning: The same explosive issue that sparked the UPS strike and galvanized the American people to their support now sits like a ticking time bomb in the heart of Silicon Valle It may not come this year or even next, but sooner or later high-tech workers' demands fo more equitable treatment are going to bu forth and rupture the 30-year tradition of lab peace in Silicon Valley.

Indeed, the first shots in this coming lab war have already been fired—and none oth than Mr. High-Tech himself, Bill Gates, und

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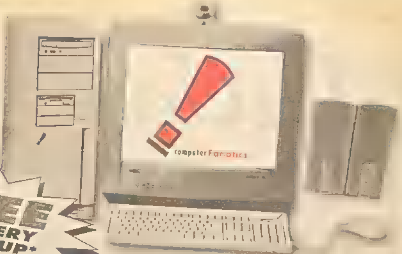

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Guest Editorial *continued*

up with a multi-million dollar wound. In la Federal Appeals Court in San Francisco ru that Microsoft's practice of classifying long-te contractors as "temporary" in order to av paying employee benefits or stock options wa illegal. As the *Wall Street Journal* noted, "Th ruling could have widespread reverberatio [for] high-tech companies in particular."

Unions Gear Up

What's next?

Watch for union organizing efforts to beg making inroads in Silicon Valley. The South Ba AFL-CIO Central Labor Council recent appointed a young new organizer, Amy Dean head the effort. And according to her pub statements, she seems to have grasped an important truth that many high tech bos along with their brethren at UPS, have ignored

> While most employees want their companies to succeed and are prepared to make **some sacrifices** toward that goal, they will do so only if they see that the **rising tide** of high tech opportunity lifts *all* boats—including those of workers like themselves who **helped create** that opportunity in the first place.

While most employees want their compa to succeed and are prepared to make some s rifices toward that goal, they will do so onl they see that the rising tide of high-tech opp tunity lifts *all* boats—including those of work like themselves who helped create that opp tunity in the first place.

It's a matter of simple fairness, you see ■

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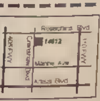

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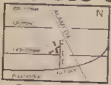

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LAPTOPS • BY ED KAHN

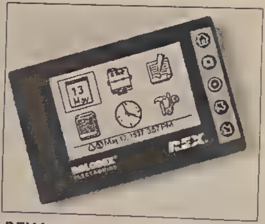
PC Cards Realized

A PC Overhaul Eliminates Frustration And Increases Functionality

Faithful readers may recall that my last column chronicled the frustrations of trying to install a PC Card reader in a too-old desktop machine. I ended the column suggesting that it was time to upgrade to a more modern machine. That is exactly what I did.

Awhile ago, I received a press release from Micro Express saying that they were now prepared to offer major upgrades to older desktop computers. This can be arranged any way you want, but the easiest way is to have them ship you a box for you to pack your old computer. A couple of days later, they issue a call tag and the UPS driver picks up the box and returns it to Micro Express. After they perform the necessary surgery, your nearly new computer is delivered to you. In my case, I had them replace everything but the video and sound cards. I experienced a good deal of anxiety during this process mostly from the fear that the computer would come back without all of my ports and such configured as I wanted. But my apprehension was ill-founded. There were a couple of phone calls to clarify what I wanted, but the upgrade was done perfectly. They even transferred all of my files onto the new computer without any problems.

When I got my new computer back, I began where I had left off before the upgrade: trying to get the CardDock PC Card reader to work correctly. Micro Express had physically installed the reader, as it was installed in the computer I sent them. The problem with the old system was that I could not get the reader to perform properly. On the new system, I configured the PC Card reader as the manufacturer had instructed and it worked the first time. Apparently the technician at Microsoft who had previously told me that my BIOS was too old was correct, because now there were no problems. The CardDock has one Type III slot and one Type II slot. This means you can use any kind of PC Card device and that you can use both slots simultaneously as long as not more than one is a Type III card.



REX is a terrific product that is positioned to be a kernel around which other software products will develop.

Armed with a working PC Card reader, I began to experiment with all of the things I had wanted to discuss in the previous column. First, I tried the Datapak 520 from Kingston. This is a hard drive that plugs into a Type III PC Card slot. Originally, I wanted to transfer large files between my desktop and laptop computers. Nothing could have been simpler. When I inserted the Datapak into the slot on the desktop, a new drive letter appeared. I had no trouble copying files to the new drive. I then unplugged the Kingston drive and put it into the slot on my laptop. Just as easily, I transferred the files onto that computer.

Next, I experimented with the HD Traveler hard drive from EXP Memory Products. My old system simply would not recognize the HD Traveler. This hard drive differs from the Kingston in that it is a hard drive in a housing with a cable that terminates in a Type I PC Card. The Traveler comes in either 1.4GB or 2.1GB models and includes a joystick option that plugs into the hard drive. The drive measures about 2.8" x 6" x 1.1" and weighs 12 oz. Its capacity is considerably larger than the largest Type III hard drive card available. The HD Traveler had enough capacity for me to back up the C drive on my desktop computer. The operation took only 17 minutes! After fighting with tape backups, this was a welcome relief. Hard drives are too expensive for backups, but they certainly work quickly and easily. As prices come down this may be a viable solution to the backup problem. I suspect, however, that rewritable CDs may turn out to be a less expensive solution.

No sooner had I got my system up and running than I received a new PC Card device for evaluation. Franklin Electronic Publishers has just released a wonderful product called the REX. This credit-card size device plugs into a PC Card Type II slot and automatically downloads all of the data you want through TrueSync, powerful software that comes with the REX and installs on a laptop or desktop computer.

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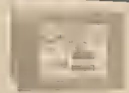

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TrueSync is an information manager that includes an appointment calendar, address book, to-do list, memos, clocks for your home location as well as another place, and an alarm.

The TrueSync software, from Starfish Software, installs easily and can import data from a number of PIMs including Microsoft Outlook, Schedule+, Lotus Organizer, and Sidekick. I believe that importing will become even easier in the New Year when software will automate the import from several of these packages into TrueSync.

I have my telephone and address information on another software package, not specifically supported by the Starfish software. Importing was a snap.

Downloading involves no more than inserting the REX into the PC Card slot and hitting an icon that TrueSync installs on the taskbar in Windows 95. Instantly, all of the information in TrueSync is transferred to REX. This is a terrific product that is positioned to be a kernel around which other software products will develop.

While REX works particularly well with a PC Card reader, if you are working from a computer that does not have the reader, Franklin offers a REX docking station ($39.95) that connects to a serial port.

REX is available in three configurations. The least-expensive model is the REX-1 ($129.95), which holds 750 items. REX-3 ($149.95) holds up to 3,000 items. REX-3DS ($179.95) includes the docking station as well as a leather carrying case. Any of the models work equally well and are powered by two lithium watch batteries, which are supposed to last up to six months.

I loaded REX before my last trip and found it to be wonderfully convenient. While I have no criticism to level at the REX itself, I had one problem with the software. While you can print from the TrueSync software, I did not find a template for printing an address book on standard 8.5" x 11" paper. I feel confident this oversight will be addressed in a future update.

In any case, REX is just one of the reasons I am delighted with my PC Card reader and recommend it to anyone who longs for the convenience of the PC Card interface on a desktop.

RESOURCES:

Micro Express
1811 Kaiser Ave
Irvine, CA 92713
1-800-989-9900

DataPak 520 PC Card, $549
Kingston Technology Inc
17600 Newhope St.
Fountain Valley, CA 92708
1 800-337-8410

CardDock GS-320 Reader, $139
Greystone Peripherals Inc
130-A Knowles Dr.
Los Gatos, CA 95030
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HD Traveler, $449
EXP Memory Products, Inc
12-C Mauchly
Irvine, CA 92618
1-800-397-6922

REX PC Companion, $129.95 and up
Franklin Electronic Publishers
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Computer Of The Month

Fujitsu's LifeBook 655Tx

Laptop computers are constantly experiencing innovative advances in design. The problem is always how to get a smaller machine that still has the features we want. Fujitsu has come up with a new approach to this dilemma. In its LifeBook series, they have designed a laptop computer that is extremely thin—1.2"—yet maintains a footprint of 11.7" x 9.2" in order to accommodate a decent size keyboard and a 12.1" display. The trade-off is that the basic machine has neither a floppy nor a CD-ROM drive. Fujitsu addresses this limitation by including an "enhancement unit." This docking station raises the overall size to a thickness of less than 1.5" and increases the weight to just over 7 lbs. The basic unit weighs in at 4.4 lbs.

The LifeBook is powered by a Pentium 150MHz MMX processor and includes 16MB of EDO RAM, expandable up to 80MB, and a 1.3GB hard drive. While there is no floppy drive in the basic system, both a floppy and 8X CD-ROM drive are found in the enhancement unit. In addition, you can buy an extra floppy drive ($125) that attaches by a cable.

Despite the thin profile, the keyboard is as good as what you find on most laptops. The touch and feel are adequate and the layout is excellent, with the special Microsoft keys that I like. Nevertheless, I recommend a full-size keyboard for when you are not on the go. Fujitsu has a port on the back for either a mouse or a PS/2 keyboard. The enhancement unit has two ports so you can connect both mouse and keyboard. I recommend a mouse for this laptop—I had lots of trouble with its built-in touchpad. Some touchpads are a pleasure to use, but I had difficulty getting the pointer on this one to go where I wanted.

The basic LifeBook system comes with a lithium ion battery that provides power for about an hour. However, it also comes with another more powerful lithium ion battery that hooks onto the underside of the computer at the back. Fujitsu calls this the main battery and the internal one a bridge battery. The main battery increases the working time to about two and a half hours and also gives a nice slant to the machine for ease of typing. When you attach the computer to the enhancement unit the main battery fits into a depression in the enhancement unit. Extra main batteries are available ($275).

There are two Type II PC Card slots on the laptop itself. One of these supports Zoom video and the system supports MPEG-1 video data decompression. This will allow you to watch smooth video playbacks. There is also a built-in microphone and a single speaker for monaural playback. The sound system is Sound Blaster-compatible. The base system has jacks for microphone and earphones. The enhancement unit has a pair of speakers.

The LifeBook comes standard with a 33.6 fax-modem. There are, of course, serial and parallel ports on the back as well as a video port that allows you to install an external monitor at your primary work location. The final interface is an IrDA infrared window that allows wireless transmission of files.

I like Fujitsu's approach. The problem with most docking stations is that you simply cannot carry them with you. Fujitsu has designed this system so you can carry the attached enhancement unit and the computer itself in one of its accessory cases. Even with the enhancement unit, the LifeBook is still no heavier than some of the larger laptops on the market. The design of the enhancement unit is such that you would not even realize that the computer connected to the enhancement unit is made up of two modules. Fijitsu sells extra enhancement units ($399) so if you work regularly between a couple locations you can have one in each location.

The LifeBook fills a special niche, but at an entry price of $2,499 it should appeal to a wide audience. I suspect that this is just the beginning of powerful laptops in slim formats that have a large screen and keyboard. ■

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RESOURCES:

LifeBook 655Tx, $2,499
Fujitsu PC Corp
598 Gibraltar Dr.
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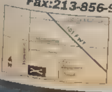

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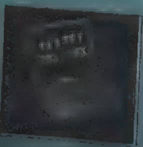

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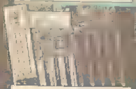
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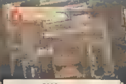
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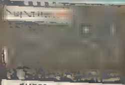
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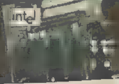
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BY FABIAN PASCAL

32-bit Computing

Selecting A System Board

In the last column (Issue #171) I explained the importance of the system (or memory) bus speed for the performance of a PC system, particularly the increasingly important graphics subsystem. Even the faster SDRAM, with a throughput of about double that of EDO RAM, limits the advantage from the new Advanced Graphics Port (AGP).

For better performance at the current CPU-memory path—64-bit—reliable, official support of 100MHz bus speed is essential; Intel's and AMD's plans reflect recognition of this fact. Memory performance is one factor that that has been holding this back (see below).

Because the chipset around a system board determines the bus speed, as well as a host of other very important features (memory type, L2 cache, CPU, PCI bus, multiCPU support, AGP, USB, IrDA, PS/2 mouse, PCI/EIDE, BIOS), your board selection should start with the chipset.

For maximum performance, the real choice will be between two forthcoming types of system boards:

1. Super (Socket) 7:

- Chipset—here the choices will be:
  - —VIA (VP4?)
  - —AMD?
  - —ALI?
  - —SiS?
- CPU:
  - — AMD K6, particularly a new K6-3D with built-in 256K L2 cache, starting at 300MHz demoed at COMDEX (1H98)
  - — Enhanced, faster Cyrix 6x86MX (2H98)

(Note: differences between AMD and VIA have been resolved, AMD is cooperating with all chipset manufacturers.)

2. Intel's Slot 2:

- Chipset: Intel 440BX
  - —CPU. Pentium "Deschutes" starting at 350MHz (2H98)

It turns out that Intel will not implement the 100MHz bus in Slot 1 boards, as I wrote last time. Rather, it will develop yet another type of board—Slot 2!

Faster Pentium II versions will continue to be produced for Slot 1 boards at 66MHz (with the current LX chipset), but the Deschutes CPU will carry a different name (so PII users won't be able to upgrade their systems to take advantage of the faster bus).

Tests of current boards with the Intel LX chipset at greater-than-66MHz bus rates show significant performance gains. In fact, some vendors are starting to support a 75MHz bus (and 37.5MHz PCI bus) in Slot 1 boards. In the last column I already mentioned such support in some Socket 7 boards.

Note very carefully that system boards using the same chipset do not necessarily have the same quality, performance and features.

You may also want to consider a dual CPU board. You'll need an operating system that supports Symmetric Multi-Processing (SMP). Windows NT Workstation supports two processors; NT Server, OS/2 and Linux, more.

CPU Support

For Super 7 boards, support of K6/K6-3D and 6x86 means BIOS detection of the CPU and enabling of any special features it has. It also means proper voltage support for the CPU (e.g. current boards must support "dual plane voltage" of 2.8/3.3V for the 6x86MX and 3.2/3.3V for the K6). Slot 2 boards will support whatever voltage(s) the new Pentium (and only it) will require, as everything is Intel.

Those in the know recommend a switching voltage regulator—rather than the more common passive ones—for the following reasons: "Switching voltage regulators are to be preferred, since they don't just waste the main power supply energy by converting it into heat as the passive regulators do... [they] are much less sensitive to low-quality power supplies. you should rather go for [one], because [otherwise] it can lead to a complete inability [to run] your system in case your power supply is of poor quality and the CPU needs much power e.g. the K6 233." [*Tom's Hardware Guide*]

You may also want to consider a dual-CPU board. This will increase the price considerably and, depending on needs, may not necessarily benefit you, at least not in the short run. First, you need an operating system that supports Symmetric Multi-Processing (SMP). Windows NT Workstation supports two processors, NT Server, OS/2 and Linux, more. Second, performance improvements, if any, will depend on your applications: how CPU-intensive they are and whether they are "multithreaded" to take advantage of multiple CPUs (improvements can range from 40% to 80%). One possibility is to get a dual-CPU board and leave the second CPU as a future option.

Note, however, that a dual-CPU decision may limit your motherboard choices. First, only Intel Pentium CPUs (all generations) support SMP. Second, dual-CPU boards may not have all the other desirable features.

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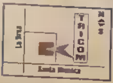

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32-bit Computing *continued*

Memory

No matter what happened to other components, RAM used to be the simplest choice: there was just one type, Frame Page (FPM) RAM. Not any more. EDO, BEDO, and the most recent and fastest, SDRAM, have been making memory as hard to keep up with ■ anything else.

FPM and EDO/BEDO RAM don't cut it at bus rates of 100MHz and beyond, so the only option is currently SDRAM, which is also the least AGP requires to provide any benefits (more on AGP in ■ future article).

At its faster speeds (about double the throughput of EDO RAM), implementation and quality become critical issues with SDRAM. Currently, boards can be quite fussy about to what SDRAM from which manufacturers (chips and/or the modules they're set into) they encounter. There are at least three standards being developed for the SDRAM interface and it's not clear what the ultimate consequences will be (When some of the dust settles, I will dedicate ■ article to the subject). You need to wait for the faster bus and CPUs anyway, but if you need SDRAM now, ask the maker of the system board for recommedations.

As ■ rule, get ■ much memory ■ you can afford—64MB at a minimum, 128MB if you work with large graphics files. It is more cost-effective to increase performance by adding memory than by upgrading the CPU. The larger the DIMMs accepted by the board (128MB are available, 256MB forthcoming), the less sockets will be used, the more RAM acceptable by the board and the less deleterious effects on performance.

L2 cache speed is the main effect of the increased bus speed. The more cache on the board, the better, so get one with at least 512KB and preferably more—up to 2MB if it becomes available (make sure that the system board caches all RAM, not just 64MB—causing a performance hit of about 5% if you have more of it—this may require TAG RAM, the 440TX chipset has this limitation).

As ■ rule, get as much memory as you can afford—64MB at a minimum, 128MB if you work with large graphics files. It is more cost effective to increase performance by adding memory than by upgrading the CPU.

Other Features

You will want as many card slots as possible.

Most new boards will have an AGP slot. An AGP video card (as well as SDRAM) is required to take advantage of it. But even though such cards are already available, the benefits won't materialize until AGP-aware software shows up until then, the AGP cards won't perform better than the current PCI cards.

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32-bit Computing *continued*

The board layout and CPU location should not prevent the use of long cards, if you will ever need to use any (e.g. DPT SCSI controller). ATX-form boards do not block them, and provide additional benefits relative to the AT format, such as better cooling for the CPU and on-board I/O ports, reducing wiring mess. They require ATX cases and power supplies.

If you have, or will have, a printer, or notebook with an infrared serial port, you will want one on the system board too. The benefits from the Universal Serial (USB) port are yet to materialize, but all-in-one scanner/printer/copier/fax peripherals (or even just scanners) are good candidates, and products which exploit it may well become available during 1998.

Flash ROM BIOS for easy upgrades, a Soft-Power option and jumperless design are recommended. Some current boards come with a SoftMenu BIOS feature, which allows to set the bus speed and CPU multiplier (which yields the internal clock rate) without any jumpers or switches. While this is usually done once by the vendor or whoever puts the system together, if you need to experiment with, or test various bus and multipliers (for example, when you change hardware or software), this is a desirable convenience.

Reality Check

Aside from performance and features, the motherboard.org web site recommends considering the following:

- Quality of workmanship, manual, and design
- Compatibility
- Compliance with industry specifications
- Stability
- Price/Performance
- Support, drivers, warranty, and locations of the company

In practice, it is not easy to find a high-quality, well-performing board with all the desirable features. Many users opt for already-assembled systems precisely to avoid the hassle.

But even though integrators offer "to order" configurations, the choice of components—and particularly the system board—is still limited. Even if you decide to go that route, it is still a good idea to understand the compromises involved and choose them consciously and intelligently.

You will probably fare better on features and performance if you opt for "best-of-breed" components and have them assembled for you. This may add to the cost (and hassle) but, if you shop carefully, saving on individual components may offset that.

Make sure, however, that your integrator is reliable and stands behind the work with good support.

This series helps with either of the two alternatives. Waiting for the new 100MHz bus systems, I will benchmark, for starters, two systems. My old one—Socket 7, Intel FX chipset, 66MHz bus, Pentium 100MHz, and a system I am putting together from components—Slot 1, Intel LX chipset, 75MHz bus, Pentium II.

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32-bit Computing *continued*

The two system boards are described in Listing 1. The results will serve to assess the impact of bus speed on performance, as well as to gauge improvements from the forthcoming faster bus, processors and peripherals. ■

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LISTING 1:

	Socket 7 (old)	Slot 1
CPU	Pentium [1]	Pentium II
MAKE	AIR 54CPI	SOYO SY-6KB
CHIPSET	Intel 440FX	Intel 440LX
BUS	66MHz	66/75MHz
PCI	33MHz	33/37.5MHz
L2 CACHE	256/512KB	256/512KB
MEMORY	2x72pin SIMM 4x168pin DIMM max 128MB (1/2/4/8/16/32MB) FPM DRAM	max 1GB (8/16/32/64/128MB) SDRAM (ECC)
EXPANSION	4 x PCI 4 x ISA 1 x AGP	[illegible] x PCI 3 x ISA
ON-BOARD	I/O 2xATA E-IDE 1 x Floppy 2 x Serial 1 x Parallel IrDA [4] 2 x USB PS/2 mouse [5]	2 x ATA E-IDE/UltraDMA [2,3] 2 x Serial 1 x Parallel
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VOLTAGE REG.	Linear	Switching
FORM FACTOR	baby-AT	ATX

[1] Up to 120MHz only

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[3] BIOS support for LS-120 SuperDisk drive

[4] IrDA connector only

[5] PS/2 mouse connector only

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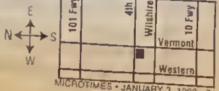

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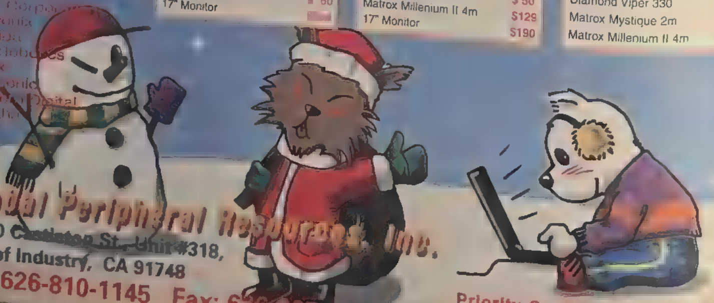

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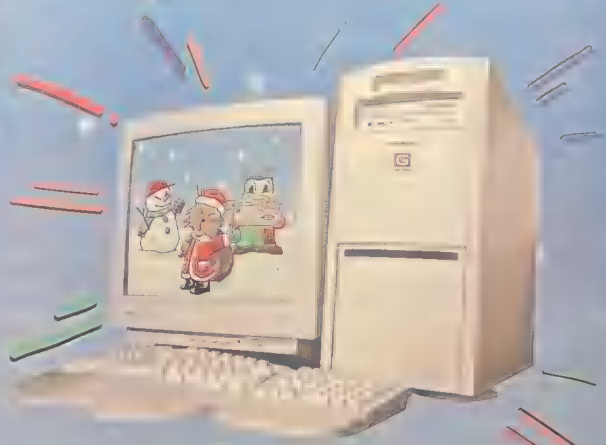

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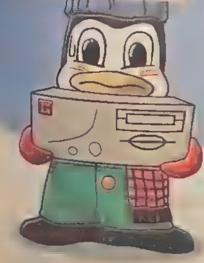

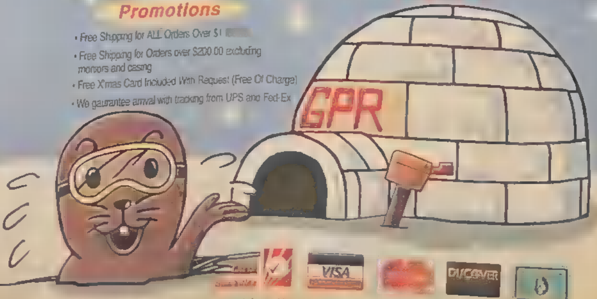

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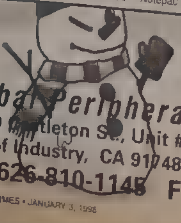

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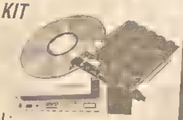

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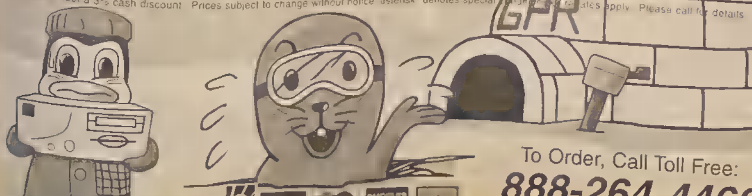

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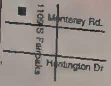

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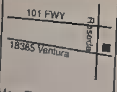

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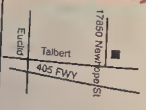

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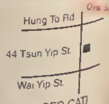

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PC Digest®

Sources:Volume 11, Number 9
September 1997

OVERALL EVALUATION
***** 9.0 or Higher
**** 8.0-8.9
*** 7.0-7.9
** 6.0-6.9
* 5.0-5.9

ALL OTHER RATING
▲ 7.0-9.9
■ 5.0-6.9
▼ under 5.0
✓ Recommended

Recommended	PC Digest Rating	Overall Evaluation		Processor Speed	Performance	Features	Usability
✓	****	8.8	Sceptre Soundx 5500	233	▲	■	▲
✓	****	8.7	Micron Transport XKE	166	▲	▲	■
✓	****	8.5	Gateway 2000 Solo 2300 SE 166	166	▲	▲	▲
✓	****	8.1	Mirco international 7200/mint	166	▲	▲	▲
	****	8.0	Compaq Armada 7730MT	233	▲	■	▲
	***	7.8	Sony Notebook Computer PCG-707C	166	▲	▲	▲
	***	7.7	MicroExpress NP 7200 MMX	166	▲	▲	▲

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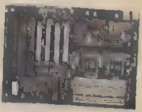

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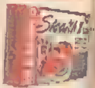

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Mapping Data

Using Business Map To Get A New Perspective On Information

If you have a fat database of information, and you can't seem to get anything useful out of it, maybe you're using it the wrong way. Data in rows and columns is good for adding up, but it's hard to act on—too abstract and enigmatic. So we tend to ignore it ("Too much for me!") or oversimplify it ("Give me the bottom line!").

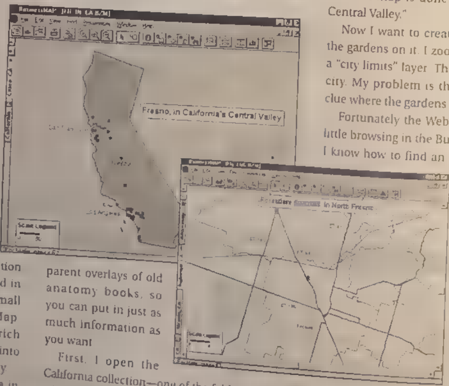
Numbers, words and tables represent only one style of understanding information. Another is visual. Our primate ancestors survived by taking in complex situations [illegible] a glance and sizing them up [illegible] all their intricacy. As [illegible] result, we have rich wiring in our nervous systems for comprehending elaborate visual displays. If we [illegible] get the information from our databases into a map, maybe we can use all that primate eye-skill to help us along.

Business Map

The mail recently brought me a product from ESRI, which produces Global Information Systems, high-end mapping programs used in very expensive operations. But for the small user, they produce the $100 Business Map. Business Map converts databases into rich maps. Abstruse tabular data [illegible] be made into visual displays—quickly, accurately and easily.

To try out its various features, I used [illegible] in planning [illegible] imaginary meeting in Fresno. Architectural groupies—I am one myself—will travel a great distance to see a fine building. We can bring the Architectural Groupies of America to Fresno to see the Forestiere Underground Gardens, a complex of rooms and tunnels dug into the earth by Sicilian immigrant Baldesar Forestiere. It is now in the National Register of Historic Places. If you can't visit Fresno, see it on the Web *(http://www.fresno.edu/~kennsrem/preserve/nrhp/forest.htm)*.

Since I do not live in Fresno or know it very well, I begin by opening the Business Map program, and choosing a map of California. The maps are painted in layers, like the transparent overlays of old anatomy books, so you can put in just as much information as you want.

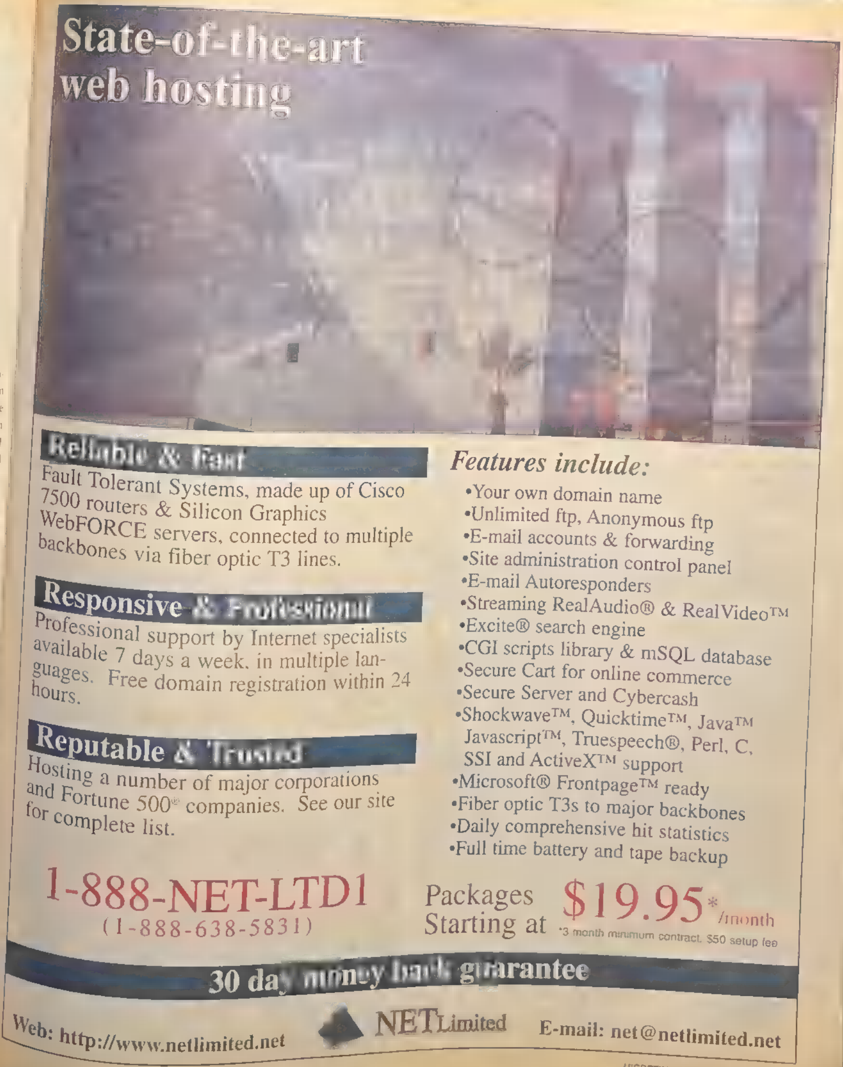


First, I open the California collection—one of the folders provided for each state in the Union, not to mention several foreign countries and the world as a whole. I begin with an empty outline of California. Then I ask the program to add a city layer. Blue dots appear for the major cities. I want to label only three cities, Fresno itself, Los Angeles and San Francisco. [illegible] takes a moment to open the city database and find each of those cities. (I could have done the same thing by clicking on the city location, but I am so ignorant I am not sure which valley city is Fresno.) In this database view there is a "label" button. One click on the button for each city, and upon returning to the map view I find that the three I wanted are labeled. I adjust the captions, and the first map is done: "Fresno, in California's Central Valley."

Now I want to create a map of Fresno with the gardens on it. I zoom in on Fresno, and add a "city limits" layer. This gives an outline of the city. My problem is that I have absolutely no clue where the gardens are in the city.

Fortunately the Web site gives an address. A little browsing in the Business Map manual, and I know how to find an address. It takes adding one more layer a "streets" layer. Because this layer so detailed it makes more sense to leave it on the CD and draw from it only when necessary. When it is installed a new choice appears on the menu "Find ... address." I type the address and hit return. Business Map thinks for a few moments and adds a star to the map. It turns out that the address is in north Fresno.

But how will people find it? If, like me, they are coming from out of town, they will need more information than this. They will prob... be coming in on one of the highways that ... in Fresno, so I add another layer [illegible] the ... "state highways." Several red lines snake ... the city. Because I do not know the city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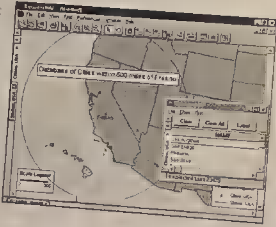
clueless about which highways these may be, but the program is ready to assist again. There is a "label" button on the toolbar. After I click on it, my cursor changes to a tiny package-label. Any time I click on a feature, its name appears. Click, click—it seems that the Gardens are not far from several major routes, and they are almost on top of Highway 99. This map gets labeled "Forestiere Gardens, in North Fresno," and saved.

I know that people need more detail, though—at least, I do—so I use the "zoom in" command on the area around the star. Streets appear for the first time. They are unlabeled, but with growing confidence I push the label button and festoon the map with the names of streets that pass near the site. This map gets labeled with the exact street address and the intersection, and goes into the folder with its predecessors.

At this point I compare what I have seen with other mapping products. The local mapping and symbol generation is not quite ■ elegant ■ DeLorme's Street Atlas USA. Now in its fifth version, Street Atlas is the way to go if you want superb local maps and trip routing.

Business Map is quite adequate in this respect, however. I would not be embarrassed to distribute the maps it makes. They can be printed from the program, or they can be exported to .BMP, .CGM, .DRW, .PCT, .PCX, .TIF and .WMF formats. I cannot imagine why they have not included the Web standards (GIF and JPEG), but most graphics programs will convert from what they do offer to the latter.



From Maps To Tables

A number of programs like Street Atlas move from data to maps. Business Map's particular strength is that it is bi-directional—you can also move from the maps to data. Let us imagine that we want to send special directions to those who may come by car to the event. We guess that anyone on our membership list who is within 500 miles may just motor to the conference.

But who are they? Business Map lets us use the map itself to find out.

I begin by assuming that all our members are in the United States, because that will let me use ZIP codes. I clear the maps built so far, and load ■ US map.

The first step is to choose a database to include. Business Map supports dBASE, Access, Paradox

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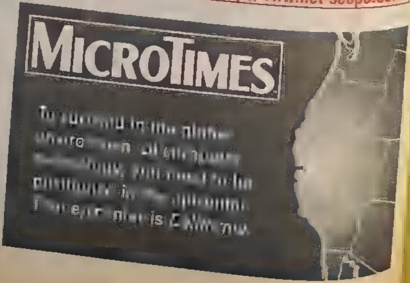

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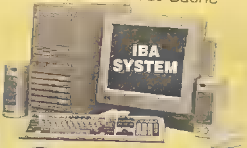

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Cyrix 6x86 P200+MHz M2	$899
AMD K5-133MHz	$849
AMD K5-166MHz	$879
AMD K6-166MHz MMX	$899
AMD K6-200MHz MMX	$949
AMD K6-233MHz MMX	$1049
Pentium® 133MHz	$879
Pentium® 150MHz	$899
Pentium® 166MHz	$939
Pentium® 166MHz MMX	$949
Pentium® 200MHz	$989
Pentium® 200MHz MMX	$999
Pentium® 233MHz MMX	$1099

Intel Pentium®II Systems

5.0GB • 32MB • DVD • 56K • 17"

- AZUZ Pentium® II Motherboard
- 512K PIPELINE BURST Cache
- 5.0GB EIDE Hard Drive
- 32MB SDRAM
- DVD-ROM Drive
- Matrox Mistique w/4MB RAM
- 3D Stereo Surround Sound Speakers
- 1.44MB Floppy Drive, MPEG Video
- Windows 95 w/CD, CD Bundle
- 56.6K Data Fax/Modem/Voice
- 17" Non-Interlaced, Monitor
- Win 95 Keyboard
- MS Mouse

Special:

233MHz	**$1999**
266MHz	**$2199**
300MHz	**$2399**

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FAX MODEM	
To 56K Fax/Modem Int. w/Voice	$59
To US Robotics 56K	$99
SOUND CARD	
To Soundblaster PnP 32	$39
To Soundblaster AWE 64	$69
RAM	
To 32MB EDO RAM	$49
To 64MB EDO RAM	$149
HARD DRIVE	
To 5.1GB Hard Drive	$95
To 6.4GB Hard Drive	$149
To 7GB Hard Drive	$175
To 8.4GB Hard Drive	$200
SEAGATE TAPE BACKUP	
3.2GB Tape Backup	$99

Epson Stylus 600	$249
Epson Stylus 800	$399
HP DeskJet 820CX	$325
HP DeskJet 870CX	$375
HP DeskJet 890CX	$399

14"	.28dpi	$129
15"	.28dpi	$199
17"	.28dpi	$399
17"	.26dpi	$449
21"	.28dpi	$999

Specials

- ⇨ Intel Triton III Motherboard, 512K Cache
- ➡ 16 MB EDO RAM, 16X Speed CD-ROM
- ▬ 2 GB EIDE Hard Drive, 3D Stereo sound
- ▬ 14" .28dpi Monitor, S3 VIRGE w/2MB Video
- ▬ Win 95 Keyboard, Mouse, 1.44 Floppy
- ⇨ Mini Mid Tower case w/Door, 33.6K Fax Modem
- ⇨ Misc. CD Titles, Windows 95 OS w/CD, Speakers

Pentium®133	AMD 133	Cyrix [redacted]
$699	[redacted]	[redacted]

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•Net terms available to Qualified Institutions.

Specifications subjected [redacted] without [redacted] for typographical errors ©1997 [redacted] Computers Inc.

SUPER SALE!!!

Super Media Station

Intel Pentium® II Processor

- Intel 440LX AGP PCIset, Flash BIOS
- Dual 16K L1 Cache, 512K L2 Cache
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- 7GB Ultra DMA/33 Hard Drive
- 24X speed CD-ROM
- 1.44MB 3.5" Floppy Drive
- A.G.P 4MB Video Card
- 3D Wavetable Sound Card w/ Microphone
- Amplified Speakers with Subwoofer Bass Module
- 56kbps Fax Modem w/voice
- Hi-Speed IO and USB ready
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- Win95 104-key Keyboard
- Microsoft Intellimouse w/Mouse Pad
- Microsoft Windows 95 OSR2 CD (includes CD & Manual)
- CD Software (incl. 1998 Compton Encyclopedia, 50 Games, Body Works 5.0, Dictionary for kids, and MORE!)
- Monitor sold separately!

300Mhz Pentium® II Processor **$1,999**

266Mhz Pentium® II Processor **$1,799**

[illegible] Pentium II Processor **$1,699**

Deluxe Media PC

Intel Pentium® Processor with MMX™ Technology
Intel Pentium® Processor

- Intel 430TX PCIset, Flash BIOS
- 512K Pipelined Burst Cache
- 32MB SDRAM 10ns
- 4.3 GB Ultra DMA/33 Hard Drive
- 24X speed CD-ROM
- 1.44MB 3.5" Floppy Drive
- Diamond Stealth 3D 2000 w/4MB EDO RAM
- 3D Wavetable Sound Card w/ Microphone
- Amplified Speakers w/ Subwoofer
- 56kbps Fax Modem w/Voice
- Mid-Tower Case w/230W Power Supply
- Win95 104-key Keyboard
- Microsoft Intellimouse w/Mouse Pad
- Microsoft Windows 95 OSR2 CD (includes CD & Manual)
- CD Software (incl. 1998 Compton Encyclopedia, 50 Games, Body Works 5.0, Dictionary for kids, and MORE!)
- Monitor sold separately!

233MHz Pentium® Processor with MMX™ Technology **$1,199**

200MHz Pentium® Processor with MMX™ Technology **$1,099**

166MHz Pentium Processor with MMX™ Technology **$989**

Home Office Media PC

Intel Pentium® Processor with MMX™ Technology
Intel Pentium® Processor

- [illegible] 430TX PCIset, Flash BIOS
- 512K Pipelined Burst Cache
- 32MB EDO RAM 60ns
- 3.2 GB IDE Hard Drive
- 24X speed CD-ROM
- 1.44MB 3.5" Floppy Drive
- S3 VIRGE Graphics/Video Accelerator w/ 4MB EDO RAM
- 3D Wavetable Sound Card
- Microphone with Joy Pad
- Amplified Speakers w/Subwoofer Bass Module
- 56kbps Fax/Modem/Voice
- Mid-Tower Case w/230W Power Supply
- Win95 104 key Keyboard
- Microsoft 2 Button Mouse w/Mouse Pad
- Microsoft Windows [illegible] OSR2 CD ([illegible] CD & Manual)
- CD Software (incl. 1998 Compton Encyclopedia, [illegible] Games, Body Works 5.0, Dictionary for kids, and MORE!)
- Monitor [illegible] separately!

233MHz Pentium Processor with MMX™ Technology **$1,099**

200MHz Pentium Processor with MMX™ Technology **$999**

166MHz Pentium Processor with MMX™ Technology **$899**

College Media PC

Intel Pentium® Processor

- Motherboard w/ Flash BIOS
- 512K Pipelined Burst Cache
- 16MB EDO RAM 60ns
- 2.5GB EIDE Hard Drive
- 16X speed CD ROM
- 1.44MB 3.5" Floppy Drive
- S3 Trio64+ Video w/ 1MB RAM (Upgradeable to 2MB)
- 16-Bit Sound Card
- Amplified Speakers
- 33.6kbps Fax/Modem
- Mini-Tower Case w/Power Supply
- Win95 104 key Keyboard
- 2 Button mouse w/Mouse Pad
- Microsoft Windows 95 OSR2 CD (includes CD & Manual)
- CD Software (incl. Grolier's 1997 Chess Master 4000, Animals!, US Atlas, and MORE!)
- Monitor sold separately!

166MHz Pentium Processor with MMX™ Technology **$779**

150MHz Pentium Processor **$739**

90MHz Pentium Processor **$699**

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IBM 4.3GB SCSI UW	$393.00
Maxtor 2.5GB IDE (ON SALE)	**$150.00**
Maxtor 5.1GB IDE	$319.00
Maxtor 7.0GB IDE	$339.00
Samsung 1080MB **(ON SALE)**	$85.00
Quantum Fireball 3.2GB	$169.00
Quantum 4.3GB [illegible]	$229.00
Quantum 6.4GB IDE	$329.00
Western Digital 4.3GB Ultra ATA	$239.00
Western Digital 2.5GB Ultra ATA	$159.00

Toshiba 24x IDE CD ROM Drive $71

6X Internal IDE	$39.00
16X Internal IDE	$62.00
Panasonic 24X IDE	$71.00
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Sony 74min Recordable CD	$2.50
Mitsumi 2x6 CD writer (IDE)	**$289.00**
Sony 2x8 CD writer (IDE)	**$310.00**
Ricoh 2x2x6 CD Rewritable (SCSI)	**$489.00**

AT&T MINI TOWER W/1.44 FDD Case $40

ASAP Full Tower w/230W PS	$45.00
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ASAP Mini Tower w/230W PS	$23.00
Min Max ATX Mid	$77.00
Min Max Full Tower w/300W	$159.00
Min Max ATX Full Tower w/300W	$179.00
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Maxell 4MM Data Cartridge 4GB	$6.99

Lite-On ergon. 104-key $27

AT&T 101-key AT Keyboard	$6.99
AT&T 101-key PS/2 Keyboard	$6.99
104-key keyboard	$9.99
Keytronic Serial 104 key	$18.99
Focus 2001 104-key w/cover	$24.00
Lite-On ergon. 104-key	$27.00
Lite-On ergon 104 key w/touchpad	$42.00
Microsoft Natural ergon.!	$47.00

ASUS TX97 W/512K cache Motherboard $159

ASUS TX97 w/512k cache (AT)	$159.00
ASUS ATX97 w/512k cache (ATX)	$159.00
ASUS LX(AGP) Pentium II ATX	**$189.00**
Amptron VX2 w/512k cache	$68.00
Gigabyte 430TX 512k cache	$99.00
Gigabyte Dual Pentium Pro	$319.00
Gigabyte Single Pentium Pro	$233.00
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Intel Pentium II LX w/UW SCSI	$369.00
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56k x2 F/V/M w/voice (TI-Chip)	$63.00
Creative Labs 33600 Fax/Modem	$59.00
128 ISDN [illegible]	$109.00
33.6 external F/V/M	$45.00
US Robotics 33.6 internal F/V/M (OEM)	$89.00
US Robotics 33.6 Internal F/V/M (Retail)	$99.00
US Robotics 56k External F/V/M	$204.00
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Genius [illegible] or [illegible] $[illegible]

Logitech Serial [illegible] PS/2 [illegible]	[illegible]
Logitech [illegible]	[illegible]
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Genius PS/2 Net Mouse	[illegible]
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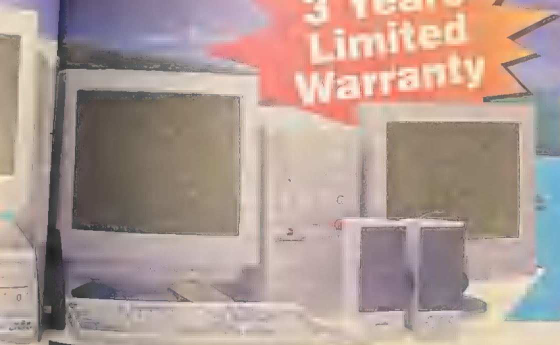
AT&T desktop speakers $4.99

MLI-816 powered speakers	[illegible]
MLI-270t powered 2 way speakers	[illegible]
Labtec MCS150	[illegible]
[illegible] Speakers	[illegible]
[illegible] Sound Image Lite	[illegible]
Mid Size SubWoofer w/[illegible] (ON SALE)	[illegible]
4D Sound Image Pro	[illegible]
[illegible]	[illegible]
SP-360 Surround Speakers	[illegible]



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Special of The Month

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Grayscale Paperport Scanner
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PC Plus System

Intel Pentium® Processor with MMX™ Technology

- Intel 430TX PCIset, Flash BIOS
- 512K Pipelined Burst Cache
- 64MB SDRAM 10ns
- 4.3 GB UW SCSI Hard Drive
- Adaptec 2940 UW SCSI
- 15X SCSI CD-ROM
- 1.44MB 3.5" Floppy Drive
- Creative Labs Sound Blaster Awe 64 Value
- Subwoofer Bass Module and 2 Satellite Speakers
- 56kbps Fax Modem w/voice
- Diamond Stealth 3D 2000 w/4MB EDO RAM
- Mid-Tower Case w/side opening
- Win95 104 key Enhanced Keyboard
- Microsoft Ergonomics Mouse w/Mouse Pad
- Microsoft Windows 95 SR2 CD (include CD & Manual)
- CD Software (incl. 1998 Compton Encyclopedia, 50 Games, Body Works 5.0, Dictionary for kids, and MORE!)
- Monitor sold separately!

233MHz Pentium® Processor with MMX™ Technology **$1,830**

200MHz Pentium® Processor with MMX™ Technology **$1,730**

166MHz Pentium Processor with MMX™ Technology **$1,630**

Advantage [illegible]

Intel [illegible]® [illegible] with MMX [illegible] [illegible]® [illegible]

- Intel 430TX PCIset, Flash BIOS
- 512K Pipelined Burst Cache
- 32MB SDRAM 10ns
- 4.3GB Ultra ATA/33 Hard Drive
- 24X speed CD-ROM
- 1.44MB 3.5" Floppy Drive
- Matrox Millennium II w/4MB WRAM
- US Robotics 56kbps X2™ Fax/Modem w/Voice
- Sound Blaster AWE64 Value w/Microphone
- Amplified Speakers w/ AC Adapter
- Mid-Tower Case w/230W Power Supply
- Win95 104-key Keyboard
- Microsoft IntelliMouse Mouse w/Mouse pad
- Microsoft Windows 95 SR2 CD (includes CD & Manual)
- CD Software (incl. 1998 Compton Encyclopedia, 50 Games, Body Works 5.0, Dictionary for kids and MORE!)
- Monitor sold se[illegible]!

233MHz Pentium® Processor with MMX™ Technology **$1,399**

200MHz Pentium Processor with MMX™ Technology **$1,299**

166MHz Pentium® Processor with MMX™ Technology **$1,199**

Options:

- Upgrade 3D Wavetable Sound Card to SB AWE64 value/AWE64 GOLD
  add $60.00/$165.00
- Upgrade Win95 Keyboard to Microsoft Natural
  add $37.00
- Upgrade Diamond 3D 2000 to ATI All in Wonder
  add $120.00
- Upgrade 2.5GB Hard Drive to 3.2GB/4.3GB
  add $29.00/$90.00
- Upgrade 56k Modem to US Robotics 56k w/Voice
  add $95.00
- Add Microsoft Office 97 (Professional)
  add $169.00
- Add Storm B/W Paperport Scanner
  add $29.00
- Add Scanport SQ4800 24 bit Flatbed Scanner
  add $139.00
- Add an Inkjet Printer
  Epson Color Stylus 400/600/800
  add $199.00/$245.00/$369.00
  HP Deskjet 670C/672C/694C
  add $185.00/$205.00/$299.00

Monitors

Panasonic 15" S15	$290.00
Panasonic 17" S70	$469.00
FairView 14" .28	**$129.00**
Smile 15" .28	$228.00
Smile 17" .28	$360.00
ViewSonic 17" G771	$499.00
ViewSonic 17" G773	$539.00
Professional 17" .25	$499.00
Philips 15" .28	$199.00

Floppy Disk Drives

Teac 1.44MB 3.5"	$20.00
Mitsumi 1.44MB 3.5"	$19.00

SCSI Cards

[illegible]

Adaptec 2940 UW w/ kit PCI	$209.00
IDE ISA Controller	$9.99
IDE VLB Controller	$9.99

Connectors and Cables

T Connector	$1.00
Terminator	$1.50
CD-ROM Audio Cable	$0.25
10 BT RJ45 14' Network Cable	$6.99
Printer Cable 6'	$4.00
Phone Line Cable	$1.00
SCSI Cable 3 head	$2.00
SCSI Cable 5 head	$3.99
Y Cable	$1.00
Power Cord	$1.00

Network Cards

[illegible]

16-bit ISA Network Card (NE2000)	$15.00
AT&T PCMCIA Token Ring LAN	$21.99
Intel 3 in 1 ISA Network Card	$[illegible]
3Com 10/100 PCI Network Card	$65.00

Software

Cybermedia First Aid 97	$34.99
Kai's Power Goo	$43.00
Norton Utilities v2.0	$79.00
WinFax Pro v8.0	$89.99
Entertainment Deluxe	
CD Value Pac	$19.99
Cyberscape 10 CD Portfolio	$24.00
Cyber 7 titles CD Pack	$21.99
Sun 20 CD Pack for Win 95	$24.99
Aladdin's Activity Pack	$23.99
Command & Conquer Win95	$37.99
Red Alert	$45.99
Civilization II	$39.99

Heatsinks

Heatsink Fan for 486	$4.00
Heatsink Fan for Pentium	$5.00
Ballbearing Heatsink Fan	$7.00
Fan Card	$10.00
Heatsink Fan for Pentium Pro	$11.00
Heatsink Fan for Pentium II	$15.00

Joysticks

Winner 707 Joypad	$13.00

CPU's **CPU price change frequently**

Cyrix M2-200	$110.00
AMD K5-166	$[illegible]
AMD K6-200	$179.00
Intel Pentium 90	$45.00
Intel Pentium 150	$47.00
Intel Pentium 166 w/MMX	$129.00
Intel Pentium 200 w/MMX	$229.00
Intel Pentium 233 w/MMX	$329.00
Intel Pentium II 233 w/512k	$429.00
Intel Pentium II 266 w/512k	$529.00
Intel Pentium II 300 w/512k	$729.00

SCANPORT SQ 4800 Color Flatbed Scanner $139

PZ 1000 Autofeed Scanner	$159.00
PZ 2636 Color Scanner	$159.00
PZ 360 Color Scanner	$148.00
Microtek E6 Scanner	$299.00
[illegible] 9000 GrayScale Scanner	$29.00
Ulteview Color Camera	[illegible]
Fly Video Capture Card	$99.00

Printers

Epson Stylus Color 400 w/printer cable	$199.00
Epson Stylus Color 600 w/printer cable	$245.00
Epson Stylus Color 800 w/printer cable	$369.00
HP 672C Deskjet w/printer cable	$205.00
HP 694C Deskjet w/printer cable	$259.00
HP 722C Deskjet w/printer cable	$339.00
Okidata 4W w/printer cable	$209.00

UPS's Power Supply

APC Back-UPS 450	$169.00
APC Back-UPS 600	$229.00
200W Power Supply	$15.00
230W Power Supply	$39.00

S3 VIRGE PCI 4MB EDO RAM Video Card $[illegible]

Asus A.G.P w/4MB	$149.00
C.L. A.G.P w/4MB	$85.00
ATI 3D Xpression PC[illegible]	[illegible]
ATI [illegible]	$199.00
S3 Virge PCI 4MB EDO RAM	**$40.00**
[illegible] Labs 3D Blaster 4MB	$178.00
Sierra Screamin 3D 4MB	$183.00
Diamond Stealth 3D 200[illegible]	[illegible]
Diamond Monster 3D 4MB Retail	$178.00
Matrox Millenium II 4MB WRAM/Retail	$199.00
Matrox Millenium II 8MB WRAM/Retail	$290.00
No. 9 Revolution 3D 4MB WRAM	$275.00
[illegible] 220 Business 4MB	$159.00
Trident 9680 1MB	$24.00
S3 Trio64+ 1MB	$24.00
CL5434 VLB VGA 1MB	$5.96

Yamaha 719 (3D audio) $17

16-Bit Sound Card	$12.00
Sound Blaster [illegible]	$165.00
Sound Blaster AWE64 Value	$85.00
Genius (Yamaha 719) 3D	$17.00

ATT Notebook Carry Bag $29

14" 15" Screen Filter	[illegible]
ATT Microphone (OEM)	$4.99
Data Switch Box (2 way)	$4.99
MU [illegible]	$15.00
Removable Mounting Rack (3.5" IDE)	$13.00
Removable Mounting Rack (3.5" SCSI)	$27.00
Mouse Pads	$1.50
Power Strip	[illegible]
Power Center	$15.00
Power Center (PRO)	$20.00
2nd Printer Card (Parallel Port)	$9.99

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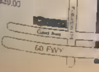

PC CENTER

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[illegible]

(up to v.4), Excel, Lotus, Goldmine and Maximizer files, as well [illegible] various text-only formats. The file must have ZIP codes, as they are used to tie the records of the database to locations in the US.

You can add the database to the map just like the other layers. I choose the database of members and load it. There is [illegible] bit of grinding as the program finds the geographical location and maps every one of the members onto the US map that was loaded before it. In a moment I have a map made from the database, showing a dot for each of the 219 members of my mythical organization.

Then I want to locate all the members who [illegible] within 500 miles of Fresno. The program allows you to find all records of a database that are within a certain rectangle, polygon, or circle that you draw on the map. The circle is just what I need. I choose the "Find by Circle" option and click on Fresno [illegible] the origin. With my mouse I extend the radius of the circle on the map. The distance [illegible] miles appears on the bottom of the screen.

Because the circle [illegible] being drawn as I work, I quickly discover that my 500-mile circle will exclude a cluster of members in central Arizona. Do I want to include them? I discover by experimenting with the circle that [illegible] 600-mile radius will bring them in. A second click fixes the circle at just over 600 miles. The database is adjusted to show the ninety members (from the original 219) who are included in this circle. I can export this selected sub-database in .dbf format, which most programs will import, so I can use it to mail out the driving directions. I have used the map to create [illegible] database, as a few moments before I had used the member database to create a map.

Show Me The Money

It is possible to color-code a map by using information from a database. A variety of included databases lets you try this out, including a great deal of census data. (You should remember that most of this data came from the 1990 survey, however, so it is quite dated information in America's quickly changing demography.)

I used it to compare our memberships locations with the 1990 median rent in various states, a very rough measure of income. It was my thought that we might have more members in rich states, but a quick look at the map convinced me that my idea was wrong. One of the best uses of visualized data, of course, is to check your bright ideas before mentioning them to others.

Color-coding maps from databases this way

continued on page [illegible]

The program allows you to find all records of [illegible] database that [illegible] within a certain rectangle, polygon, or circle that you draw on the map.

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- **FREE** Unlimited *Executive Voice Mail*
- **FREE** *Caller ID* for 1 year with activation*
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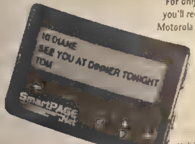

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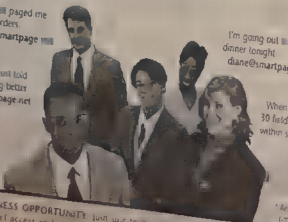

My client just paged me with [illegible] new orders.
importusa@smartpage [illegible]

My daycare provider just told me that Johnny's feeling better
dad@smartpage.net

My stockbroker says my gold stocks just went through the roof [illegible]
stockman@smartpage.net

I'm going out [illegible] dinner tonight
diane@smartpage.net

When I [illegible] new bonuses, [illegible] 30 field reps know about it within seconds!
ceo@smartpage.net

[illegible] RESELLER

BUSINESS OPPORTUNITY: Join our team [illegible] become a SmartPAGE Retailer or Reseller. You'll also receive free Internet access and a business [illegible] site. [illegible] SmartPAGE we'll help [illegible] open a [illegible] gateway to communication

* [illegible]

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- 12.1" Active Color Screen

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- 16MB, 1GB
- CD-ROM Sound
- 12.1" Active Color

$1389 PENTIUM POWER

APPLE POWER BOOK 5300 CS-100
- 8MB, 750 HD
- 10.4" Color Screen

$1145 PENTIUM POWER

COMPAQ P-150 MMX COLOR NOTEBOOK
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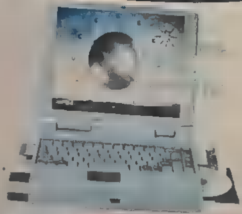
P-5 MMX Notebook



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- Powered Stereo Speakers w/Subwoofer 240W PMPO
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- MS Windows 95 w/CD & Manual
- Lotus SmartSuite 97 w/CD

- Intel 430TX Chipset
- Matrox Millennium II w/4MB
- Medium Tower Case w/230W

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6x86 [illegible] [illegible] [illegible]	**$1446** [illegible]

- Intel 440LX Chipset w/AGP
- Matrox Millennium II w/4MB for AGP
- ATX Medium Tower Case w/230W

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- 15" .28 SVGA Color Monitor
- 56K Fax/Modem w/Voice Mail
- 24X EIDE CD-ROM
- Sound Blaster AWE 64 w/PMPO 170W Speakers
- Mini-Medium Tower Case w/230W
- 1.44MB Floppy Drive & 3-Button Mouse
- 105-Key Win 95 Keyboard
- MS Windows 95 w/CD & Manual
- CD Bundle w/Encyclopedia and more

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[redacted] [redacted] [redacted] [redacted]	**$1253**	MG74A4
[redacted] [redacted] 200 [redacted]	**$1188**	MG74A5
[redacted] PR [redacted] 200	**$1117**	MG74A6

Home Office Power Station

- 32MB EDO RAM/512K Pipeline Cache
- 4.3GB Ultra DMA Hard Drive
- 15" .28 SVGA Color Monitor
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- 1.44MB Floppy Drive & 3-Button Mouse
- 105-Key Win 95 Keyboard
- MS Windows 95 w/CD & Manual
- Lotus SmartSuite 97 w/CD

- Intel 430TX Chipset
- 3D 64-Bit SVGA w/4MB & MPEG
- Mini-Medium Tower Case w/230W

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[redacted] PR 200 [redacted]	**$1034**	MH74A5
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- Intel 440LX Chipset w/AGP
- AGP 3D SVGA w/4MB & MPEG
- ATX Medium Tower Case w/230W

Pentium® II 300	**$1741**	MH74B1
Pentium® II [redacted]	**$1498**	MH74B2
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- 2.5GB Ultra DMA Hard Drive
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- 14" .28 SVGA Color Monitor
- 56K Fax/Modem w/Voice Mail
- 24X EIDE CD-ROM
- 3D Sound Card & PMPO Speakers 60W
- Mini Tower Case w/230W
- 1.44MB Floppy Drive & 3-Button Mouse
- 105-Key Win 95 Keyboard
- MS Windows 95 w/CD & Manual
- CD Bundle w/Encyclopedia and more

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Pentium® 200 [redacted]	**$918**	MI74A2
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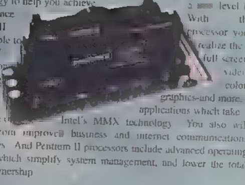

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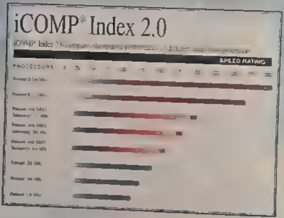

MMX™

intel inside

pentium® II PROCESSOR

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- *512[illegible] *Pipeline Burst* Cache
- [illegible] *Hi-Performance* [illegible] RAM
- *1.44MB Floppy Drive
- ***1.2GB** Enhanced IDE Hard Drive
- *PCI 64-Bit Graphics Accelerator w/1MB
- *14" 1024x768 .28 NI SVGA Monitor
- [illegible] EIDE CD-ROM Drive
- *16-Bit [illegible] PnP Stereo Sound Card
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- *Hi-Resolution Mouse
- *Mini Tower Case, 5 Drive Bays
- *Microsoft Windows 95'

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Pentium® 200
$ [illegible]

Pentium® 166 MMX
$ 829

Pentium® 200 MMX
$ [illegible]

Pentium® 233 MMX
$ 999

UltraMedia

- **512K *Pipeline Burst*** Cache
- ****16MB Hi-Performance EDO*** RAM
- *1.44MB Floppy Drive
- ***2.0GB** Enhanced IDE Hard Drive
- *Diamond [illegible] *64*[illegible] 2MB EDO RAM
- ****15"*** 1280x1024 .28 NI SVGA Monitor
- ****24X*** EIDE CD-ROM Drive
- *16-Bit ***3D*** PnP Stereo Sound Card
- *200 Watts Stereo Speakers
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- *104-Key ***Win95' Keyboard***
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Pentium® 166 MMX
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- ****32MB Hi-Performance*** [illegible]
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- ****24X*** EIDE CD-ROM Drive
- ****Sound Blaster AWE64*** [illegible] Sound Card
- *200 Watts Stereo Speakers
- ****56K Voice Fax*** [illegible]
- *High Speed Serial / Parallel Port
- *104-Key [illegible] ***Keyboard***
- *Hi-Resolution Mouse
- *Mid Tower Case, 7 Drive Bays
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MegaMedia

- *Intel 430TX / 440LX AGP Chipset
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- ****32MB Hi-Performance*** [illegible]
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- ****4.3GB*** [illegible] Hard Drive
- *Diamond [illegible] 4MB EDO RAM
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- ****Sound*** [illegible] ***PnP*** Sound Card
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- *30+ Popular Bundled CD Titles
- ****US*** [illegible] ***56K*** Fax Modem
- *High Speed Serial / Parallel Port
- *104-Key ***Win95' Keyboard***
- *Hi-Resolution Mouse
- *Mid Tower Case, 6 Drive Bays
- *Microsoft Windows 95'

Pentium® 166 MMX
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Pentium® 200 MMX
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Pentium® 233 MMX
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Pentium® II 233
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Pentium® II 266
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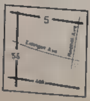

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- *512K Pipeline [illegible] Cache
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- *1.44MB Floppy Drive
- *2.0GB Enhanced IDE Hard Drive
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  3D Graphics, MPEG Video Playback
- *17" MAG / Princeton .28 NI SVGA Monitor
  1280x1024, Win95 Plug & Play
- *24X EIDE CD-ROM Drive
- *Sound Blaster [illegible] Sound Card
- *200 Watts Stereo Speakers
- *30+ Popular Bundled CD Titles
- *56K Voice [illegible] Modem
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- *104-Key Win95' Keyboard
- *Hi-Resolution Mouse
- *Mid Tower Case, 7 Drive Bays
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$1349
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$1449

K6 PowerMedia

- *5[illegible] Cache
- *32MB Hi-Performance EDO RAM
- *1.44MB Floppy Drive
- *2.5GB Enhanced IDE Hard Drive
- *Diamond [illegible] 3D 4MB EDO RAM
- *17" MAG / Princeton .28 NI SVGA Monitor
  1280x1024, Win95 Plug & Play
- *24X EIDE CD-ROM Drive
- *Sound Blaster [illegible] PnP Sound Card
- *200 Watts Stereo Speakers
- *30+ Popular Bundled CD Titles
- *56K Voice Fax [illegible]
- *High Speed Serial / Parallel Port
- *104-Key Win95' Keyboard
- *Hi-Resolution Mouse
- *Mid Tower Case, 7 Drive Bays
- *Microsoft Windows 95'

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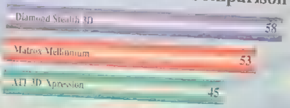
Graphic WinMark 97' Comparison



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- *1.44MB Floppy Drive
- *100MB IDE [illegible] Drive
- *8.4GB Ultra ATA Hard Drive
- *Diamond Stealth 3D 4MB EDO RAM
- *17" MAG / Princeton .26 1280x1024 Monitor
  On-Screen Display Control, Win95 Plug & Play
- *32X EIDE CD-ROM Drive
- *Sound Blaster AWE64 PnP Sound Card
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- *Intel 440LX AGP Chipset
- *[illegible] Hi-Performance [illegible]
- *1.44MB Floppy Drive
- *[illegible] Ultra [illegible] (40MB/Sec) SCSI Hard Drive
- *Adaptec 2940 [illegible] SCSI Controller
- *Diamond Viper 128 AGP [illegible] SGRAM
- *19" MAG DJ-800 .26 1600x1200 Monitor
  On-Screen Display Control, Win95 Plug & Play
- *32X EIDE CD-ROM Drive
- *Sound Blaster AWE64 [illegible] Sound Card
- *Super Woofer & Satellite Speaker Systems
- *30+ Popular Bundled CD Titles
- *US Robotics 56K Fax Modem
- *High Speed Serial / Parallel Port
- *104-Key Win95' Keyboard
- *Hi-Resolution Mouse
- *Full Tower Case, 10 Drive Bays
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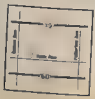

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- 1.4GB EIDE Hard Drive
- 1.44MB Floppy Drive
- 20X CD-ROM Drive
- 3D Full-Dulplex Surround Sound
- Dual Built-in Speakers & Microphone
- Touch-Pad Pointing Device
- PCMCIA 2xType II or 1xType III
- IrDA Wireless Infra-Red Data Transfer
- Hi-Speed Serial / Parallel Port
- NiMH Battery & Carrying Case
- Microsoft Windows 95'

Pentium®166 MMX	$1899
Pentium®200 MMX	$1999
Pentium®233 MMX	$2099

MegaBook XL

- 12.1" Active Matrix 800x600 Screen
- 256K Pipeline Burst Cache
- 32MB Hi-Performance EDO RAM
- PCI MPEG Video 2MB EDO RAM
- 2.1GB EIDE Hard Drive
- 1.44MB Floppy Drive
- 20X CD-ROM Drive
- 3D Full-Duplex Surround Sound
- Dual Built-in Speakers & Microphone
- Touch-Pad Pointing Device
- PCMCIA 2xType II or 1xType III
- IrDA Wireless Infra-Red Data Transfer
- Hi-Speed Serial / Parallel Port
- NiMH Battery & Carrying Case
- Microsoft Windows 95'

Pentium®166 MMX	$2299
Pentium®200 MMX	$2399
Pentium®233 MMX	$2499

ThunderBook

- 14.2" Active Matrix XGA 1024x768
- 512K Pipeline Burst Cache
- 64MB Hi-Performance EDO RAM
- PCI 64-bit MPEG Video 2MB EDO RAM
- 3.0GB EIDE Hard Drive
- 1.44MB Floppy Drive
- 20X CD-ROM Drive
- 3D Full-Duplex Surround Sound
- Dual Built-in Speakers & Microphone
- Touch-Pad Pointing Device
- PCMCIA 2xType II or 1xType III
- IrDA Wireless Infra-Red Data Transfer
- Hi-Speed Serial / Parallel Port
- Lithon-Ion Battery
- Microsoft Windows 95'

Pentium®166 MMX	[illegible]
Pentium®200 MMX	$3599
Pentium®233 MMX	$3699

Memory Upgrade

16MB-32MB	$ 79.99
32MB-64MB	$199.99

Hard Drive Upgrade

1.4GB-2.1GB	$ 99.99
2.1GB-3.0GB	$199.99

PCMCIA Modem

33.6 Fax Modem	$ 99.99
56K Fax Modem	$179.99
33.6 & Ethernet	$279.99

Battery Option

NiMH	$109.99
Lithon-Ion	$199.99

Options

Car Adapter W/ Charger	$ 79.99
AC Adapter	$109.99
Docking Station	$499.99
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90 [illegible]

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Stealth 3D
4MB EDO RAM

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Limit One, While Supplies Last

FUJITSU

2.6GB
Ultra ATA

- 10ms Access Time
- 256K Buffer
- 33MB/Sec Ultra DMA
- 5400 RPM
- 3 Year mfg. Warranty

$\$159^{99}$

Limit One. While Supplies Last

Mini Tower Case
w/230W

$\$22^{99}$

Limit One. While Supplies Last

Intel Pentium 166 MMX CPU
512K Pipeline Burst Cache
Ball Bearing CPU Fan

$\$199^{99}$

Limit One. While Supplies Last

6x86 P-166+ CPU
512K Pipeline Burst Cache
Ball Bearing CPU Fan

$\$139^{99}$

Limit One. While Supplies Last

24X CD-ROM

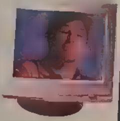
- 120ms Access Time
- 128K Buffer
- 3.6MB/Sec Transfer

$\$69^{99}$

Limit One. While Supplies Last

Panasonic
Panasync S70

- 17" 1280x1024, .27mm
- 86Hz @ 1024x768
- On-Screen Display, PnP
- 3 Year Warranty
- 1 [illegible] On-Site Replacement



$\$439^{99}$

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zip 100 IDE
Internal IDE

iomega.

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56K
Voice Fax Modem

- Internal V.34
- Rockwell Chipset

K56

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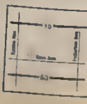

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CPU, MEMORY, MOTHERBOARDS

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or
2x32-60
$19.99

4 MB Memory
1x32 EDO
or
1x32-70
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SDRAM
Synchronous Dynamic RAM

2X64 (16MB DIMM)	$ 39.99
4X64 (32MB DIMM)	$ [illegible]
8X64 (64MB DIMM)	$189.99
16X64 (128MB DIMM)	$449.99

intel® intel inside pentium II

Pentium Pro 200	$529.99	Pentium 200 MMX	[illegible]
Pentium Pro 180	$249.99	Pentium 166 MMX	$139.99
Pentium II 300	$779.99	Pentium 200	$169.99
Pentium II 266	$529.99	Pentium [illegible]	$119.99
Pentium II 233	[illegible]	Pentium 150	$109.99
Pentium 233 MMX	$309.99	Pentium 133	$109.99

AMD K6 PROCESSOR Cyrix 6x86 MX PROCESSOR

AMD K6-233	$ 249.99	6x86MX P233+	$ 299.99
AMD K6-200	$ [illegible]	6x86MX P200+	$ 129.99
AMD K6-166	$ 149.99	6x86MX P166+	$ 99.99
AMD K5-166	$ 99.99	6x86 P200+	$ [illegible]
AMD K5-133	$ 89.99	6x86 P166+	$ 79.99

AMD K6 MMX PROCESSOR

AMD K6 Processor
Intel Triton TX Motherboard
512K Pipeline Burst Cache

K5-166	$189.99
K6-166 MMX	$239.99
K6-200 MMX	$279.99
K6-233 MMX	$339.99

intel inside pentium

Intel Pentium Processor
Motherboard w/ 512K Cache

Pentium® 133	$169.99
Pentium® 150	$179.99
Pentium® 166	$189.99
Pentium® 200	$239.99

Cyrix 6x86 MX PROCESSOR

6x86MX Processor
Intel Triton TX Motherboard
512K Pipeline Burst Cache

6x86MX-166	$189.99
6x86MX-200	$219.99
6x86MX-233	$389.99

intel inside pentium

Intel Pentium® MMX Processor
Intel Triton TX Motherboard
512K Pipeline Burst Cache

Pentium® 166 MMX	$229.99
Pentium® 200 MMX	$319.99
Pentium® 233 MMX	$399.99

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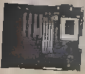


- New 440LX AGP chipset
- Pentium II, ATX Form factor
- 3x168-Pin [redacted]
- 4xPCI / 2xISA / AGP Slots
- On Board Crystal Sound Card

intel	233	266	300
	$579	$789	$1009

$239⁹⁹

Venus

- ATX Form Factor
- Intel 440FX, Pentium Pro 150-200 MHz
- 4x72- Pin SIMM, 128MB Max.
- 4xPCI / 4xISA Slots
- Dual EIDE [redacted] Hi-speed I/O

intel	180	200	200 512K
	$349	$619	$1099

$119⁹⁹

Lonetree

512K Pipeline Burst Cache

- Intel Triton 430TX, 75-233 MHZ
- ATX Form Factor
- 2x168-Pin DIMM
- 4xPCI / 3XISA Slots
- Dual Ultra DMA & Hi-speed I/O

intel	200	166MMX	200MMX	233MMX
	$329	$299	$369	$468

$169⁹⁹

P2L97

- Pentium II 233-333 MHz
- [redacted] Intel 440LX AGP Chipset
- 3x168-Pin DIMM, SDRAM, EDO, ECC
- 5xPCI / 2x [redacted] / AGP slots
- Ultra DMA / 33, ATX Form Factor

intel	233	266	300
	$529	$709	$959

$189⁹⁹

P2L97-S

- Pentium II 233-333 MHz
- New Intel 440LX AGP Chipset
- 3x168-Pin DIMM, SDRAM, EDO, ECC
- 5xPCI / 2x ISA / AGP slots
- Ultra DMA / 33, ATX Form Factor
- Adaptec 2940 Ultra Wide SCSI

intel	233	266	300
	$639	$819	$1069

$299⁹⁹

P2L97-DS

- Dual Pentium II 233-333 [redacted]
- New Intel 440LX AGP Chipset
- 4x168-Pin [redacted], [redacted], EDO, ECC
- 4xPCI / 2xISA / AGP slots
- Ultra DMA / [redacted], ATX Form Factor
- Adaptec 2940 Ultra Wide SCSI

intel	266	300	266x2	300x2
	$999	$1249	$1619	$2019

$479⁹⁹

TX97-E

512K Pipeline Burst Cache

- Intel Triton TX Chipset, 75-233MHz
- Pentium, MMX, 6x86, M2, AMD K5, [redacted]
- 2x168-Pin [redacted] 4x72-Pin [redacted]
- 3xISA & 4xPCI
- Dual Ultra33 EIDE [redacted] Hi-Speed I/O

intel	200	166MMX	200MMX	233MMX
	$303	$278	$369	$449
AMD K6	K5-166	K6-166	K6-200	K6-233
	$237	$283	$329	$369
6x86	166+	166MX	200MX	233MX
	$219	$238	$269	$439

$149⁹⁹

TX97

512K Pipeline Burst Cache

- Intel Triton 430TX Chipset, 75-233MHz
- Pentium, MMX, [redacted], M2, [redacted] K5, K6
- 3x168-Pin SDRAM DIMM, 128MB Max
- 4xPCI / 4xISA / 1xMediaBus
- Dual Ultra33 [redacted] & Hi-Speed I/O

intel	200	166MMX	200MMX	233MMX
	$309	$279	$369	$449
AMD K6	K5-166	K6-166	K6-200	K6-233
	$239	$289	$329	[illegible]
6x86	166-	166MX	200MX	233MX
	$219	$249	$269	$439

$149⁹⁹

TXP4

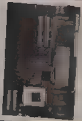
512K Pipeline Burst Cache

- Intel Triton TX Chipset, 75-233 MHz
- Pentium, [redacted], 6x86, [redacted], [redacted] [redacted] & K5
- 2x168-Pin [redacted] & 4x72-Pin SIMM
- 4x Pci / 3x ISA slots
- Dual Ultra [redacted], [redacted] [redacted] Hi-Speed [redacted]

intel	200	166MMX	200MMX	233MMX
	$289	$259	$349	$425
AMD K6	K5-166	K6-166	K6-200	K6-233
	$219	$259	[illegible]	$368
6x86	166+	166MX	200MX	233MX
	$198	$219	$249	$419

$129⁹⁹

P55XUW



512K Pipeline Burst Cache

- Intel Triton TX, ATX Form Factor
- Pentium, MMX, 6x86, M2, AMD K5, K6
- Adaptec Ultra Wide SCSI
- 4x72-Pin SIMM, 2x168-Pin DIMM
- 5xPCI / 3xISA Slots

intel	200	166MMX	200MMX	233MMX
	$419	$389	$473	$559
AMD K6	K5-166	K6-166	K6-200	K6-233
	$349	$399	$439	$429
6x86	166+	166MX	200MX	233MX
	$329	$349	$379	$449

$259⁹⁹

P55XB2

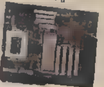
512K Pipeline Burst Cache

- Intel Triton 430TX, 75-233MHz
- Pentium, MMX, 6x86, M2, AMD K5 & K6
- 2x168-Pin DIMM, 4x72-Pin SIMM
- 5xPCI / 3xISA Slots

intel	200	166MMX	200MMX	233MMX
	$289	$259	$349	$429
AMD K6	K5-166	K6-166	K6-200	K6-233
	$219	$269	$309	$369
6x86	166+	166MX	200MX	233MX
	$199	$219	$249	$419

$129⁹⁹

PII LS



- Intel 440LX AGP Chipset
- Pentium II 233-300MHz +
- Adaptec Ultra Wide SCSI
- Adaptec RaidBus Ready
- 4x168-Pin DIMM, 1024MB Max
- 4xPCI / 3xISA / AGP [redacted]ts

intel	233	266	300
	$679	$859	$1109

$339⁹⁹

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MOTHERBOARDS

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intel inside pentium II

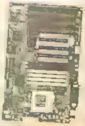
P6DLS

- Dual Pentium II 233-300MHz +
- New 440LX AGP chipset
- 4x168-Pin DIMM
- 4xPCI / 3xISA / AGP Slots
- Adaptec 2940 Ultra Wide SCSI

intel	266 $969	300 $1219	266x2 $1489	300x2 $1989

$449.99

SUPERMICRO
SUPER MICRO COMPUTER [redacted]



P5MMA98

512K Pipeline Burst Cache

- Intel 430TX, 75-233MHz, ATX Form Factor
- Pentium, MMX, 6x86, M2, AMD K5, K6
- 4x72-Pin SIMM & 2x168-Pin DIMM
- 4xPCI / 4xISA Slots
- Dual [redacted] EIDE & Hi-Speed I/O

intel	200 $309	166MMX $279	200MMX $369	233MMX $449
AMD K6	K5-166 $239	K6-166 $289	K6-200 $329	K6-233 $389
6x86	166+ $219	166MX $239	[redacted] $269	233MX $439

$149.99

SUPERMICRO
SUPER MICRO COMPUTER INC

P5MMS98

512K Pipeline Burst Cache

- Intel Triton 430TX, 75-233MHz
- Pentium, MMX, 6x86, M2, AMD K5, K6
- 4x72-Pin SIMM & 2x168-Pin DIMM
- 4xPCI / 4xISA Slots
- Dual Ultra33 EIDE & Hi-Speed I/O

intel	200 $299	166MMX $259	200MMX $359	233MMX $439
AMD K6	K5-166 $223	K6-166 $275	K6-200 $319	K6-233 $379
6x86	166+ $209	166MX $229	200MX $259	233MX $429

$139.99

TYAN COMPUTER

Titan Turbo ATX-2

512K Pipeline Burst Cache

- Intel Triton TX, 75-233MHz
- Pentium, MMX, [redacted], AMD K5, [redacted]
- 6x72-Pin [redacted], 2x168-Pin DIMM
- 5xPCI / 3xISA Slots
- Dual Ultra33 EIDE & Hi-Speed I/O

intel	200 $299	166MMX $269	200MMX $359	233MMX $439
AMD K6	K5-166 $229	K6-166 $279	K6-200 $319	K6-233 $379
6x86	166+ $209	166MX $229	200MX $259	233MX $429

$139.99

1MB Cache

PA-2007

1MB Pipeline Burst Cache

- VIA [redacted] Chipset, 75-233MHz
- Pentium, MMX, [redacted], [redacted], [redacted] [redacted], [redacted]
- 2x168-Pin [redacted] 4x72-Pin [redacted]
- 3xISA / 4xPCI Slots
- Dual Ultra33 EIDE [redacted] Hi-Speed [redacted]

intel	200 $289	166MMX $259	200MMX $349	[redacted] $429
AMD K6	K5-166 $219	K6-166 $269	K6-200 $309	K6-233 $369
6x86	166+ $199	166MX $219	200MX $249	[redacted] $419

$129.99

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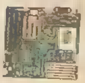
intel inside pentium II



P6SLA

- Pentium II 233-300MHz +
- New 440LX AGP Chipset
- AGP, SDRAM, Ultra DMA Support
- 3x 168-Pin DIMM
- 4x PCI / 3x15A / AGP Slots

intel	233 $819	266 $899	300 $949

$179.99

TYAN COMPUTER

Titan Turbo AT-2

512K Pipeline Burst Cache

- Intel Triton TX, 75-233MHz
- Pentium, MMX, 6x86, AMD [redacted], K6
- 8x72-Pin SIMM, 2x168-Pin DIMM
- 4xPCI / 4xISA Slots
- Dual Ultra33 EIDE & Hi-Speed I/O

intel	200 $289	166MMX $259	200MMX $349	233MMX $429
AMD K6	K5-166 $219	K6-166 $269	K6-200 $309	K6-233 $369
6x86	166+ $199	166MX $219	200MX $249	233MX $419

$129.99

TYAN COMPUTER

Dual Tomcat IV

512K Pipeline Burst Cache

- Intel Triton 430HX, 75-200MHz
- Supports Single or Dual Pro[redacted]
- Pentium, MMX, 6x86, AMD K5
- 8x72-Pin SIMM, 256MB [redacted]
- 4xPCI / 5xISA [redacted]

intel	200MMX $419	233MMX $499	2x200MMX $639	2x233MMX $799
AMD K6	K5-166 $259	K6-166 $339	K6-200 $379	K6-233 $439
6x86	166+ $269	166MX N/A	200MX N/A	233MX N/A

$199.99

---

intel inside pentium II

[redacted] COMPUTER

Tiger LX

- Pentium II 233-300MHz
- New Intel 440LX AGP chipset
- 4x168-Pin [redacted]
- 5xPCI / 2xISA / AGP slots
- AGP, SDRAM, Ultra [redacted] Support

intel	233 $549	266 $729	300 $979

$209.99

ABIT
Your Reliable Partner

PX5

512K Pipeline Burst Cache

- Intel Triton TX Chipset, 75-233MHz
- Pentium, MMX, 6x86, [redacted] K5, [redacted]
- 2x72-Pin SIMM [redacted] 2x168-Pin DIMM
- 4xPCI / 4xISA Slot

intel	200 $269	166MMX $229	200MMX $329	233MMX $409
AMD K6	K5-166 $139	K6-166 $249	K6-200 $289	K6-233 $349
6x86	166+ $179	166MX $193	200MX $229	233MX $359

$109.99

---

intel Chipset

Intel Triton TX

512K Pipeline Burst Cache

- Intel Triton 430TX, 75-233MHz
- Pentium, [redacted] [redacted] [redacted] [redacted] [redacted] [redacted] K6
- 4x72-Pin SIMM, 2x168-Pin DIMM
- 4xPCI / 3xISA Slots
- Dual Ultra33 EIDE [redacted] Hi-Speed [redacted]

intel	200 $259	166MMX $229	200MMX $319	233MMX $399
AMD K6	K5-166 $189	K6-166 [illegible]	K6-200 $279	K6-233 [illegible]
6x86	166+ $159	166MX $183	200MX $219	233MX $389

$89.99

VX Pro

512K Pipeline Burst Cache

- VIA / VX Pro [redacted] 75-233MHz
- Pentium, [redacted]X, 6x86, M2, AMD K5, K6
- 4x72-Pin SIMM, 1x168-Pin DIMM
- 3xPCI / 3xISA Slots
- Dual Ultra33 EIDE & Hi-Speed I/O

intel	200 $239	166MMX [illegible]	200MMX [illegible]	233MMX $379
AMD K6	K5-166 [illegible]	K6-166 [illegible]	K6-200 [illegible]	K6-233 [illegible]
6x86	166+ $149	166MX [illegible]	[redacted] [illegible]	233MX $379

$69.99

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- 10ms Access Time
- 128K Buffer
- 3 Year Warranty

Caviar

$149.99

WESTERN DIGITAL

2.0GB EIDE

- WD 22000A
- 11ms Access Time
- 128K Buffer
- 3 Year Warranty

Caviar

$159.99

WESTERN DIGITAL

2.5GB Ultra ATA

- WD 22500A
- 33 MB/sec Ultra DMA
- 11ms Access Time
- 128K Buffer
- 3 Year Warranty

Caviar

$169.99

WESTERN DIGITAL

3.2GB Ultra ATA

- WD 23200A
- 33 MB/sec Ultra DMA
- 10ms Access Time
- 128K Buffer
- 3 Year Warranty

$189.99

WESTERN DIGITAL

4.3GB Ultra ATA

- WD 34300A
- 33 MB/sec Ultra DMA
- 10ms Access Time
- 256K Buffer
- 3 Year Warranty

Caviar

$229.99

WESTERN DIGITAL

6.4GB Ultra ATA

- WD 36400A
- 33 MB/sec Ultra DMA
- 9.5ms Access Time
- 256K Buffer
- 3 Year Warranty

Caviar

$279.99

Quantum

3.2GB Ultra ATA

- Fireball 33240ST A
- 33MB/sec Ultra DMA
- <10ms Access Time
- 128K Buffer
- 5400 RPM
- 3 Year Warranty

$179.99

Quantum

4.3GB Ultra ATA

- 33MB/sec Ultra DMA
- <10ms Access Time
- 256K Buffer
- 5400 RPM
- 3 Year Warranty

$229.99

Quantum

6.4GB Ultra ATA

- Fireball 36480ST-A
- 33MB/sec Ultra DMA
- <10ms Access Time
- 128K Buffer
- 5400 RPM
- 3 Year Warranty

$299.99

IBM

4.3GB EIDE

- DCAA 34300A
- 9.5ms Access Time
- 128K Buffer
- 5400 RPM
- 3 Year Warranty

$219.99

Maxtor®

4.3GB Ultra ATA

- MX84320
- 33 MB/sec Ultra DMA
- 10ms Access Time
- 256K Buffer
- 5400 RPM
- 3 Year Warranty

$209.99

Maxtor®

8.4GB Ultra ATA

- M[illegible]00
- 33 MB/sec Ultra DMA
- 10ms Access Time
- 256K Buffer
- 5400 RPM
- 3 Year Warranty

$359.99

IBM

4.3GB Ultra ATA

- DHEA 34330A
- 9.5ms Access Time
- 33 MB/sec Ultra DMA
- 512K Buffer
- 5400 RPM
- 3 Year Warranty

$249.99

IBM

6.4GB Ultra ATA

- DHEA 34680A
- 33MB/sec Ultra DMA
- 9.5ms Access Time
- 512K Buffer
- 5400 RPM
- 3 Year Warranty

$309.99

IBM

8.4GB Ultra ATA

- DHEA 34800A
- 9.5ms Access Time
- 33 MB/sec Ultra DMA
- 512K Buffer
- 5400 RPM
- 3 Year Warranty

$399.99

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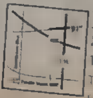

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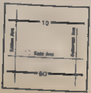

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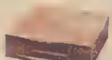

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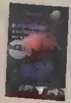

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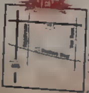

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Company Support For Telecommuters

Who Pays For Setting Up A Home Office?

One question on seemingly everyone's mind is how much and what kind of office equipment and furniture employers generally are providing their telecommuters when they first make the transition from office to home? And what about upgrades later on?

Unfortunately, there are no easy answers because no one has yet identified any widely established patterns.

For example, it is known that some companies are readily reimbursing for extra phone lines for their telecommuters, picking up the tab for their Internet access, and even supplying telecommuters with modems or other communications-related equipment, as needed, to connect with computer systems at the regular office. The likelihood of such largesse seems to be smallest for one-day-a-week telecommuters, but to increase along with the number of days spent telecommuting each week.

It also seems that employers are more willing to pay for transient costs—such as local and long-distance telephone service, subscription fees, and expenses tied to specific usage—than for "durable goods" like desks and chairs and computers that their telecommuters might keep when the telecommuting is over.

In addition, employers seem more willing to provide services and equipment for telecommuting employees when the person [illegible] working after hours or during weekends, or when deadlines are tight and cannot be missed without serious consequences to the company.

It's interesting to note that when employers have difficulty supporting people working in a traditional office, telecommuters seem to [illegible] little or nothing to help them do their jobs [illegible] home. In fact, the growth of telecommuting within an organization sometimes serves to highlight infrastructure problems that would otherwise have continued to go unnoticed.

But no one has yet accumulated enough solid data to paint a detailed picture of what's going on nationally, or what firms "ought" to do for their telecommuters, based on some sort of "common practice." (If readers would like to email me at *rmoskowitz@aol.com* with their own experiences in this area, I'll gladly compile the results and publish them in this space.)

Nevertheless, it makes sense for newly emerging telecommuters to ask their employers to reimburse them for out-of-pocket expenses like telephones and office supplies, particularly when they are supplying their own computers and office furniture. If office furniture is not readily available, there's no harm in asking to borrow some from an empty office at work, or to be reimbursed at least partly for out-of-pocket expenses incurred in setting up a home office for telecommuting.

Reportedly, Oregon offers tax credits to employers who purchase office equipment for their telecommuters. This not only encourages employers to provide more help to their telecommuters, it promotes telecommuting [illegible] an extremely cost-effective way to cut into the damages that physical commuting usually inflicts on the environment and the urban infrastructure. With luck, other states and the federal government will put this relatively simple idea into action.

But don't look for too much governmental support for telecommuting any time soon. Top leaders of course telecommute. Highly valued individuals are usually allowed to do it. But the vast majority of employees are not encouraged to telecommute. The big impetus for the "work at home" movement is more likely to continue coming from individuals on the front-lines of business and government organizations, rather than from the leadership levels. For whatever reasons, organizational leaders seem only marginally interested in spreading the benefits of telecommuting more widely.

Top managers of smaller businesses are generally more flexible on this issue, at least that is one logical conclusion when telecommuting [illegible] so widely accepted among organizations with fewer than 100 employees.

FOR WHATEVER REASONS, ORGANIZATIONAL LEADERS SEEM ONLY MARGINALLY INTERESTED IN SPREADING THE BENEFITS OF TELECOMMUTING MORE WIDELY.

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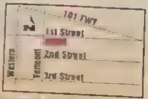

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Telecommuting *continued...*

Before it can really "break out" and become widely practiced within an organization, telecommuting must first be widely understood and heavily promoted. Surveys repeatedly show that many more employees would like to telecommute than actually do. Many of these would-be telecommuters already perform work that is amenable to telecommuting. Until a spark ignites the national imagination, however, and makes telecommuting as much a part of everyday conversation as nannies and princesses, we'll just have to be content with the same steady growth of telecommuting we've been experiencing for the past two decades.

IT MAKES SENSE FOR NEWLY EMERGING TELECOMMUTERS TO ASK THEIR EMPLOYERS TO REIMBURSE THEM FOR OUT-OF-POCKET EXPENSES LIKE TELEPHONES AND OFFICE SUPPLIES, PARTICULARLY WHEN THEY ARE SUPPLYING THEIR OWN COMPUTERS AND OFFICE FURNITURE.

Managing And Measuring Teleworkers And Telework

One of the enduring myths about telecommuting is that managing telecommuters is more difficult than managing conventional commuters. But on closer examination, this myth quickly falls to pieces.

The truth is that conventional commuters are generally managed rather poorly—with little planning, little overall strategic direction, little thought for the effective allocation of resources, and even less for the tight coordination of schedules and efforts. But all these deficiencies tend to be overlooked or ignored because there are no glaring problems that point them out. People accept that it takes an office full of conventional commuters each week to complete a particular project. Hardly anyone recognizes that they could have completed the same work in four days, or even three, through better management techniques.

As for measures of productivity and effectiveness, most managers have a very difficult time measuring anything more detailed than how many hours a person is in the office. They focus on punctuality, attendance, grooming, civility, and so forth. Since little of this can be observed on days a person is telecommuting, there appear to be "no good performance measures" for telecommuters. They exist, of course, but most managers haven't yet learned what they are or how to apply them.

That's why the first round of education about the viability of telecommuting is often an eye-opener, like moving from a Model T to a modern automobile. When properly applied, the tools for managing telecommuters make managing every employee a good deal easier, simpler, and more successful than when a manager relies on a "seat of the pants" or "shoe leather" style.

For proof of this, just read your own job description and those of others in your work group. How many of them itemize even one deliverable, or anything directly related to job performance that can be counted, measured, or otherwise evaluated? All too often, a job description lists responsibilities and authorities without detailing the work to be done or objective bases for performance evaluation.

Those of us who know and appreciate telecommuting sometimes enjoy the naivete of mangers who ask "How can I be sure so-and-so is working when he's out of the office?" It's fun to respond with a surprising rebuttal, something like: "How can you be so sure he's working when he's in the office?"

But this doesn't really meet the manager's need. A better answer is to point out the advantages of agreeing on specific deliverables and deadlines, and then measuring how well the telecommuter meets those standards, regardless of where they sit when they're working.

Many people agree that the issue of "monitoring" telecommuters gets too much attention. The real issues are productivity and delivering what others need on or before the time they need it. For most jobs, we don't need someone watching and listening to make sure we stay on track. With a moderate amount of personal maturity, we can track our own work, measure our own productivity against those agreed-upon standards, and deliver what we've promised without once being monitored by others.

It's like the difference between high school, where teachers monitor every action, track homework, send home notes, and otherwise micro-manage the student's performance, and college, where teachers provide a list of "deliverables" required to pass the course, then say nothing more about them and rely on the students to manage their own performance without any further guidance.

Are you as mature as a teenager in high school, or a college student? How about the other people in your organization, particularly those who'd like to telecommute?

Having to work with telecommuters usually induces managers to become more comfortable with performance-oriented management techniques. Eventually, they begin using them whether a person works at home, in the office or at some other, third-party site.

Because telecommuter-oriented management techniques work better, telecommuting generally improves the overall management capabilities of those involved with it, and helps boost the performance level of both the telecommuters and those around them.

Telecommuting aids the organization another way, too. It helps identify work that needs to be done but was previously taken for granted, ignored, or even discouraged. For example, in team settings, it's usually impor

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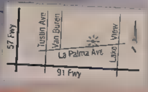

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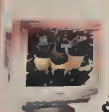

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Iomega JAZ drive 1.0 GB int./ext	$299/

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- Intel Ether Express Pro 10/100 10 baseT
- Kingston PCMCIA network card 10 baseT
- 8+1 port hub
- 16+1 port hub
- Windows NT work station 4.0
- Windows NT srvr w/10 clnts 4.0
- Windows NT srvr w/5 clnts 4.0
- Novel Netware 4.11/5 usr
- Novel Netware 4.11/10 usr
- Novel Netware 4.11/25 usr
- Novel Netware 4.11/50 usr

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- Microtek Scanmaker E6 Pro w. Adobe Phtshp
- Microtek Scanmaker III w. Adobe Phtshp
- UMAX Powerlook II w/Adobe Phtshp
- Fujitsu 4720 keyboard
- Logitech trackman [illegible]
- Logitech cordless mouse
- Adaptec 2940 USCSI PCI cntlr w. kit
- Adaptec 2940 UW SCSI PCI cntlr w. kit
- Adaptec 3940 UW [illegible]

PRINTERS

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6x86-150	$499
6x86-200	$529
AMD	
K6-166	$569
K6-200	$599

- INTEL Triton VX chipset system board w/ 512K Sync. cache, upgrdbl. to MMX 233
- PCI dual EIDE & FDD controllers
- Fast I/O w/ 2S, 1P ports, [illegible] flash BIOS
- 16 MB EDO RAM
- 3½" 1.44MB Floppy Drive
- 1.0 GB Enhanced IDE Hard Drive
- 64 BIT Graphics acclratr 1MB (Exp. to 2MB)
- 14" SVGA Monitr N.I. .28 D.P.
- Mini-Tower case w/ display [illegible] 230W P.S.
- Win 95 104 KB, Hi-rez mouse [illegible] mouse pad

[illegible] Multimedia Kit $89
Win95 Full ver. SR2 $89

[illegible] SYSTEMS

16M • 20X • 2.0G • [illegible] 33.6K

INTEL Pent.	
MMX 166 MHz	$779
MMX 200 Mhz	$869
MMX 233 MHz	$969
AMD	
K6 MMX 166	$779
K6 MMX 200	$849
K6 MMX 233	$949

- INTEL Triton VX/TX chipset system board w/ 512K Sync. cache, upgrdbl. to MMX 233
- PCI dual EIDE [illegible] FDD controllers
- Fast I/O w/ 2S, 1P ports, [illegible] flash BIOS
- 16 MB EDO RAM
- 3½" 1.44MB Floppy Drive
- 2.0 GB Enhanced IDE Hard Drive
- 64 BIT Graphics acclratr 2MB w/ MPEG
- 20X CD-ROM, 16 bit Stereo Card, Speakers
- 33.6 KBPS Internal Modem
- 14" SVGA Monitr N.I. .28 D P
- Mini-Tower case w/ display & 230W P.S.
- Win 95 104 KB, Hi-rez mouse & pad
- Multimedia software w/ Encyclopedia

Win95 Full ver SR2 $89

OFFICE SYSTEMS

[illegible] 4.0G • 15" • 56K

INTEL Pent.	
MMX 166 MHz	$949
MMX 200 MHz	$1,039
MMX 233 MHz	$1,139
AMD	
MMX 200	$979
MMX 233	$1,069

- INTEL Triton VX/TX chipset system board w/ 512K Sync. cache, upgrdbl. to MMX 233
- PCI dual EIDE & FDD controllers
- Fast I/O w/ 2S, 1P ports, [illegible] flash BIOS
- 32 MB EDO RAM
- 3½" 1.44MB Floppy Drive
- 4.0 GB Enhanced IDE Hard Drive
- Diamond 64 BIT Graphics w/ 2MB [illegible] MPEG
- 20X CD-ROM, 16 bit Stereo Card, Speakers
- 56 KBPS Internal Modem
- 15" SVGA Monitr N.I .28 D.P.
- Mid-Tower case w/ display & 230W P.S.
- Win 95 104 KB, Hi-rez mouse & pad

Internal Zip drive Add [illegible]
Win95 Full ver. SR2 $89

GRAPHICS SYSTEMS

32M • 24X • 5.0G • 17" • 56K

INTEL Pent.	
MMX 200 MHz	$1,599
MMX 233 MHz	$1,699
PII 233 Mhz	$1,849
PII 266 MHz	$1,969
PII 300 MHz	$2,239
[illegible]	
K6 MMX [illegible]	$1,549
K6 MMX 233	$1,649

- Intel Triton TX/440 LX system board
- 512K pipeline cache
- PCI Dual EIDE Controllers w/ UATA support
- Fast I/O w/ 2S, 1P Ports, [illegible] Flash BIOS
- 32 MB EDO RAM
- 3½" 1.44MB Floppy Drive
- 6.4 GB EIDE UATA Hard Drive
- Diamond 3D II w/ 4 MB SGRAM
- 24X CD ROM
- SB AWE64 Sound Card, 160W Speakers
- 56 KBPS Internal Modem w/ Voice
- 17" SVGA Princton Graphic .26 D P N.I. Monitor
- Mid-Tower case w/ 250W P.S [illegible] dual fans
- Keytronic 104 KB, Dexxa mouse [illegible] pad

Internal Zip drive Add $99
Win95 Full ver SR2 $89

CAD / NT [illegible]

[illegible] 24X • 6.4G • 17" • 56K

INTEL Pent.	
233 MHz	$2,099
266 Mhz	$2,249
300 MHz	$2,469

- Intel Triton 440 LX system board
- 512K pipeline cache (Shuttle / Tyan / Asus / Super Micro)
- PCI Dual EIDE Controllers w/ UATA support
- 64 MB *Super Fast* SDRAM
- 3½" 1.44MB Floppy Drive
- 8.4 GB UATA Hard Drive
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- Keytronic 104 KB, Dexxa mouse & pad

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[illegible] Workstation $169

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PII 266 Mhz	$2,789
PII 300 MHz	$2,999
DUAL	
PII 266 Mhz	$3,299
PII 300 MHz	$3,799

- Intel 440LX Chipset system board (Shuttle / Tyan / Asus / Super Micro)
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Novell 4.11 10 User [illegible] $1195

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PII 266 Mhz	$4,399
DUAL	
PII 266 Mhz	$4,949
DUAL	
PII 300 MHz	$5,399

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- 256 MB *Super Fast* SDRAM
- 3½" 1.44MB Floppy Drive
- 9.0 GB Ultra Wide SCSI Hard Drive 7200 RPM
- Adaptec 2940 UW SCSI controller
- Diamond 3D II w/ 4 MB SGRAM
- Heavy duty full tower w/ 300W P.S ATX
- Keytronic 104 keyboard
- Logitech Dexxa 3 Btn mouse
- 15" SVGA Monitor N.I .28 D.P.
- Toshiba 16x CD-ROM (SCSI)
- Seagate 4/8 GB DAT Tape backup
- Intel 10/100 MBPS PCI RJ45 Network Card

[illegible] 10 User Add $595
[illegible] 4.11 10 User Add $1195

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HP

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E40	$2,249	As [illegible] except w/ 2.1 GB FSCSI Hard Drive
E45	$1,899	PII-233, 32 MB, no Hard Drive, SCSI controller, 8x SCSI CD-ROM, built-in NIC
E45	$2,199	As above except w. 4.3 [illegible] FSCSI Hard Drive
LD	$3,199	P Pro-200 [illegible] MB, no Hard Drive, SCSI controller, [illegible] CD-ROM, NIC
LH	$10,379	Dual [illegible] Pro-200, 64 [illegible] array, SCSI controller, SCSI CD-ROM, NIC

IBM

Server 325	$3,499	PII-233 32 MB, 4.1 [illegible] SCSI Hard Drive, SCSI controller [illegible] SCSI CD-ROM, NIC
Server 330	$4,999	PII-233 64 [illegible], no Hard Drive, SCSI RAID controller, [illegible] CD-ROM, NIC Hot swappable

[illegible] parts & labor warranty. Prices & availability subject to change w/o notice. [illegible] Not responsible for typos. All trade marks belong to respective companies. 72 hour burn-in before shipment

Telecommuting *continued from page 110*

tant that people contribute their ideas, experiences, contacts, and opinions to team discussions and problem-solving efforts. Yet in many organizations, little or nothing is done to promote this activity, or to factor an individual's team contributions into his or her overall performance evaluation.

Once team members begin telecommuting, however, it usually becomes obvious that these contributions are a critical element in the team's overall success. That's when top management begins to encourage team sharing and to reward those who do it best.

One enduring difficulty in managing and measuring telecommuters is that many jobs contain both objective and subjective aspects. Deliverables are equivalent to the CEO's quarterly earnings reports. They're important, but too much of a focus on short-term deliverables can lead people to neglect the longer-term practices and investments that underlie and ultimately produce both short-term and long-term successes.

AS FOR MEASURES OF PRODUCTIVITY AND EFFECTIVENESS, MOST MANAGERS HAVE A VERY DIFFICULT TIME MEASURING ANYTHING MORE DETAILED THAN HOW MANY HOURS A PERSON IS IN THE OFFICE.

Telecommuting Collaboration And Communication Options

Alan Sherwood, chair of the State of Utah Collaboration Subcommittee Chair, (*hsadmin1 asherwoo@state.ut us*), has been asked to help develop a networking strategy (including intranets and extranets) for the State of Utah to use during the upcoming Winter Olympics in 2002. He's interested in finding out about collaboration software that can serve the needs of people working in various combinations of the same times/same places, at different times/different places, and at different times/same places.

He says the Utah freeway system is under extensive re-construction in preparation for the 2002 Winter Olympics and that, in response, people are moving more eagerly toward telecommuting. But, at least in his experience, telecommuting efforts are continually disrupted by the need to attend face-to-face meetings. He would like to reduce these "disruptions" to the flow of telecommuting and electronic collaboration.

Applications that Sherwood is considering include:

1) Electronic Meeting Support Tools
2) Online Document Sharing, Audio/Videoconferencing and Broadcasting
3) Email
4) Calendaring/Scheduling
5) Discussion Forums
6) Electronic Forms and Workflow Aids
7) Electronic Chat Systems—from pure text all the way to multimedia and networked virtual environments

According to Sherwood, the main problem is there are a variety of agencies working toward the same goals from different perspectives and starting points, resulting in a "Tower of Babel" effect. He believes those working toward electronic support for the Utah Winter Olympics need a more strategic focus, more standardization, and better understanding of the telecommuting opportunities and trade-offs so they can make better decisions.

Telecommuters Wanted

Eric Saperstein (*eric@ideo.com*) is currently doing a human factors research project on work tools and technology. In order to understand some of the problems and constraints facing workers, he would like to interview and perhaps even observe you at work. He is primarily interested in studying three different types of telecommuters.

1) A person who works for a larger company, but spends much of his or her time on the road, as the place where work is done changes regularly. Examples: sales people, consultants, executives, etc.

2) A person who works for a large company, but works regularly at the same satellite office.

3) Telecommuters who do a good deal of creative or artistic work.

Eric claims his interview and observation process is quite painless. In fact, he's offering to pay $40 for the privilege of interviewing and observing you. He promises it will take no more than two hours, including time spent observing how you interact with different work tools, and more time asking you specific questions.

If you are interested in helping out, and happen to be located in the San Francisco Bay Area or near Silicon Valley, consider contacting Eric, at *eric@ideo.com* or (415)778-4732, and offering yourself as a test subject.

Separately, Renee Mongo (*RMongo9805@aol.com*), is part of a group of graduate students in the School of Management, George Mason University, Fairfax, VA, who are conducting a study of telecommuters as part of a research project in Organization Behavior. They are using a standardized questionnaire to gather responses regarding telecommuting and its impact on organizations.

Participation in this survey is voluntary and confidential. Responses to the survey will be used strictly for academic purposes. No questions are asked to identify a person or organization.

For the purpose of this survey, the group is defining telecommuting as a means for performing work away from the principal or reporting office one to five days per week. Typically this is done from home or at a remote location. Telecommuters have no personal contact with co-workers on these days, but communicate electronically via telephone, facsimile, electronic mail, or other means.

If you would like to participate in this survey, please contact the George Mason University Office of Sponsored Programs at (703)993-2295 ■

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BY ROYAL P. FARROS

The Making Of An Internet Startup—Part XV

On Vacation! The Internet Entrepreneur In Africa

Africa. That's where I am. A continent that's got a lot more to worry about than modem connections.

But here I am... on that vacation that you take just before you start having kids. I know I'm interrupting the third part in my venture capital series, but the temptation to write about how a land like Africa is coping with technology—and what it thinks about the Internet—is too great. Think about my column as being "on vacation" this month... if you decide to read on, you can come along for the ride.

Right before my wife and I left, iPrint actually received an email from an African entrepreneur wanting to set up a world wide business cooperative for local Kenyan business people. It's been chronicled a thousand times before, but it's always an eye-opening realization. When you do business on the Internet, you're really doing business worldwide.

Report From Africa

Africa conjures up so much imagery. Wild animals. Immense resources. Abject poverty.

So what's the first thing I see as our car pulls away from the Johannesburg International Airport Terminal? A giant billboard exclaiming "www.DIGITAL.com." Even I didn't expect that! Ah, this is where Digital has been hiding all these years. (OK, that was a cheap shot, but DEC Rainbow users have a looong memory.)

Everyone is excited about the Internet in Africa, but as in the United States, only a portion of the population has used the Internet. Disclaimer: when I say "everyone," I mean "people involved in the tourist trade." By definition, these are individuals who have a job and some education, and aren't (actively) involved in a war. It's frightening to think how small this minority is. For example, Johannesburg, one of the most advanced and educated cities in all of Africa, carries a debilitating 50% unemployment burden.

I can't even imagine what the unemployment rate is in Mozambique, reputed to be the poorest country on earth. I'm sure such a Western metric doesn't even apply.

> ***Like the wild flower that it is, the Internet persists, even thrives, even in Africa. It has forced its way into small parts of African society, in part bescause it's a grand and sane connection to the rest of the world, but also to solve an everyday practical problem.***

Because of constant political upheaval, Africa is a continent in constant turmoil. It's ridiculous to even consider enacting and nurturing a national technology policy when, seemingly, everyone's killing everyone. The meaning of "progress" takes odd forms. Repairing potholes in the road now means posting "Warning: Pothole" signs. If you're lucky enough to have a job that has medical insurance, you can now go to the witch doctor of your choice. Really.

I had nightmares about how I would stay connected to iPrint in Africa. I imagined I would have to splice into some random rotary phone using an old Coke can wrapped in copper wire as a modem and cranking a rusty generator in 107 degree heat with my back to a pride of lions protecting a fresh kill and swatting tse tse flys.

In truth, it's a piece-o'-cake to stay connected. Like the wild flower that it is, the Internet persists, even thrives, even in Africa. It has forced its way into small parts of African society, in part because it's a grand and sane connection to the rest of the world, but also to solve an everyday practical problem: Business people in Africa consider electronic mail to be ten times more reliable than postal mail—with or without encryption.

I'm lucky enough to see this firsthand. "Sure we're connected. We love email. We love the Internet." It's the same message at each animal game reserve. I can't remember when an iPrint demo was viewed with such genuine enthusiasm than one I gave the other day. (In fact, I know I was the only one to think that the trail of ants walking across the keyboard was out of place.)

The local city newspaper reflects this enthusiasm. Small but distinct, the computer section of the *Johannesburg Star* is one of the few sections of the newspaper that carries a message of hope... in sharp contrast to the crushing violence that fills nearly every other spot in the journal. Of course, the big computer news is the final release of Microsoft Internet Explorer 4.0. Some things never change.

One final observation before I go find that rhino that has been eluding us. Never before has the phrase, "You either eat lunch, or you're someone else's lunch," been so real to me. Never mind "hostile take-overs" and "cut-throat competition," predators in the African jungle really do eat their prey. Some predators really do eat their young. And no one really sleeps. Ever.

Makes me extraordinarily thankful I live in a silicon jungle, not a real one ■

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This series of articles chronicles the ups & downs of a new Internet business. Named one of the Top 50 Web sites in the country by WebMaster Magazine, visit iPrint at http://www.iPrint.com *and email Royal at* Farros@iPrint.com

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520CDT 32/2 1/CD	3495
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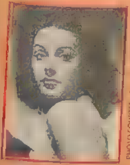
The Eleventh Annual MicroTimes 100

As we went from conference to conference in 1997, we encountered the same phenomenon over and over. ✱ Internet startups founded in 1995 described themselves as "old." And most of them that were still alive in 1997 had changed their business model—several times. Despite these unpromising conditions, some of them were actually starting to make money. ✱ At the same time, erstwhile titans stumbled—aside from Apple's well-publicized woes, CompuServe was absorbed into AOL and WorldCom, Informix and Sybase hit walls In the enterprise market, Silicon Graphics saw its traditional markets eroded and its brains drained by startups, and so on. ✱ The titans that didn't stumble, led by Microsoft and Intel, exhibited a phenomenal lack of complacency. ✱ All this being so, it will probably come as little surprise that there are a lot of people on this year's list you've probably never heard of—founders of startups, one-person businesses, intrepid tech-support guys, and relative unknowns who somehow make the industry a little easier to deal with. Some of them will no doubt vanish into peaceful obscurity by next year; some will probably live to be Bill Gates' biggest headache (or next acquisition). ✱ Also prominent on the list are some folks we haven't seen for a while—in many cases because they've been building their next startup after the last one gave up the ghost, and the new one is doing something pretty interesting. ✱ We'd like to thank our readers once again for bringing many of these deserving souls to our attention. We also encourage you to send us email at *editors@microtimes.com* to reproach us about the equally deserving souls we may have missed!

Paul Allen
Chairman
The Paul Allen Group

Microsoft co-founder, Portland Trail Blazers owner and Jimi Hendrix aficionado Allen is a driving force in developing an increasingly networked and digital ld. With investments in companies ranging om WebTV to Metricom to Purple Moon he's suring promising technology and acquiring pieces of real estate in the world we'll all on be occupying.

PHOTO COURTESY OF THE GEORGE ANTHEIL ESTATE



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eorge Antheil/
edy Lamarr
Co-Inventors, Spread-
pectrum Radio

we're over 40 s late in honoring e techno-pioneers m Hollywood, ose patriotic ingeity finally started ing big commerl dividends in wires communications. d the EFF saw fit to our them early in 1997 with a special ard, and we're appy to hop on the andwagon

Chris Athanas
Founder and President
DigiEffects
www.digieffects.com

mbling a cutting-edge company with veter of Multimedia Gulch, Athanas is delivering impressive array of special effects tools. lications heaped the company's products with awards, and film and multimedia authors ted to outdo each other in putting the prodts to work.

odrigo Baggio
ounder
ommittee For Computer Science
mocratization

s organization, based in Brazil, seeks to meaningful alternatives to the drugsgangs world of the country's poor resi. Using donated computers and software, committee offers low-cost computer ing to slum residents, opening doors to ment opportunities previously out of reach. The organization has grown to thirty-two schools in Rio and sixteen elsewhere in Brazil, and the World Council of Churches recently gave it a grant to produce a handbook for transplanting the effort to slums in other countries.

Jim Barksdale
President and CEO
Netscape
www.netscape.com

Barksdale's had his hands full keeping Netscape on track and serving a customer base that covers the full spectrum from client to server. Not to mention dealing with that darn company in Redmond and its Internet Explorer. But in the process he's maintained profitability and innovation, while forming and strengthening a number of key industry alliances.

[redacted] Barry
President and Founder
Delta Internet Services
www.delta.net

Rodney Dangerfield just moved [redacted] Web site to Deltanet and [redacted] reputed to be getting some respect at last. This is just the latest testimonial to the success for Barry's vision of providing state-of-the-art Internet services to the Southern California business community. Currently one of the largest Web hosting [redacted] panies in Southern California, Delta plans to continue its local emphasis and top-of-[redacted]-line service [redacted] its growing customer base.

Carol [redacted]
Chairman and CEO
Autodesk
www.autodesk.com

While she seems to get more press for being female than for being a stellar manager, Bartz continues to please analysts and shareholders with record earnings and employees with [redacted] well-run company. A decision to cut back multiplatform development to focus exclusively on Windows paid off in a big way with a long-awaited new release of AutoCAD racking up big sales on the high [redacted] as a new version [redacted] AutoCAD LT lured the entry-level customer.

Steve [redacted]
President
Pasadena IBM Users Group
www.pibmug.org

Bass, a frequent denizen of this list, remains one of the leading figures in the user group scene as the long-time president of this major association. His constituents cite his influence as a *PC World* writer and radio speaker, but most of all his record as a powerful advocate for the individual PC user.

Eric Benhamou
Chairman, President
and CEO
3Com
www.3com.com

Behamou augmented 3Com's networking business with an interesting acquisition in 1997—US Robotics, whose enormous popularity in the modem marketplace has recently been eclipsed by the runaway success of its Palm Pilot PDA. With the Pilot the darling of consumers and mobile professionals alike, the acquisition provides a unique component to the broader networking solutions 3Com has historically offered.

Jeff Bezos
Founder and CEO
Amazon.com
www.amazon.com

Bezos has shown that his brainchild's initial success was no mere flash in the pan, destined to be eclipsed by the advent of the [redacted]yweight [redacted]log-world booksellers on the Web. He's successfully created alliances and partnerships, and supported the development [redacted] personalized information and online community, keeping Borders, Barnes & Noble, [redacted] al. at bay while Amazon prospers.

Sabeer Bhatia
President & CEO
Hotmail
www.hotmail.com

With the clever ploy of offering free email, [redacted] made [redacted] site [redacted] magnet for users, currently [redacted] the neighborhood [redacted] [redacted] million active subscribers. By requiring them to remain on his site while reading the email, he caused [redacted] to stick around for [redacted] periods, making Hotmail a magnet for [redacted]. [redacted] there [redacted] some unanswered questions about [redacted] long-term viability [redacted] [redacted]. Bhatia's clearly succeeded in creating a win-win [redacted] business.

Jim Bidzos
CEO
[redacted] Data Security
www.rsa.com

When Bidzos was starting out with RSA, encryption was an impossibly esoteric technology. In the meantime, thanks in significant measure to RSA, it's become a key component of everything relating to online commerce, and a host of recently formed competitors are attempting to seize portions of the market. Given Bidzos's resourcefulness and tenacity, to say nothing of attitude, they're going to need all the luck they can get.

BMUG
www.bmug.org
Mac's darkest hour has been no day at the beach for BMUG, which tends to take up a lot of the user-support slack when Apple is otherwise engaged. With conscientious, hardworking volunteers and inadequate resources, this organization remains one of the industry's perennial institutional heroes.

Michael Burton
Owner
NewWaveNewMedia
www.webworldinc.com/nwnm/newwave
Arguably the most compelling promise of the personal computer is enabling individuals to break free of uncongenial work environments and start their own companies. Burton, having done just that in migrating from in-house Webmaster to proprietor of his own design firm, was recommended to us by one of his happy clients for his initiative and quality work. After weathering the difficulties of finding investors and launching his company, he says, "Now the real challenge has begun—make it grow. I feel the start has been a rehearsal at what the possibilities can be, and the dream can only get bigger and better." We wish him all the best in his quest.

Doug Carlston
Chairman
Broderbund Software
www.broderbund.com

Carlston remains involved in steering the creative direction of Broderbund, which has another blockbuster with *Riven* from affiliate Cyan. The advent of *Riven* adds the *Myst* family to Broderbund's evergreen software categories, featuring perennial enhancements to Print Shop, Kid Pix, and the ever resourceful *Carmen Sandiego*.

Steve Case
Chairman and CEO
America Online, Inc.
www.aol.com
Despite never-ending challenges, Case has managed to adapt to rapid changes in the industry to make AOL the undisputed leader of the online-services market. The once-simple service now claims millions of users and thousands of employees worldwide, including those it acquired with the purchase of CompuServe during 1997.

John Chambers
President and CEO
Cisco Systems
www.cisco.com
Chambers has succeeding in keeping Cisco at the top of the networking heap with a shrewd combination of acquisition and innovation. He's consistently displayed not only the ability to manage a fast-growing company but to anticipate and take advantage of changes in a volatile industry.

Scott Cook
Chairman
Intuit
www.intuit.com
Driven by the need to revolutionize financial automation, Cook has taken Intuit from a purveyor of check-writing software to a full-fledged financial-services empire. Today Intuit's Web site is a one stop shopping resource for financial services—not just Quicken or tax software, but retirement plans, stock purchases, home mortgages, and beyond.

Jim Dao
Chairman
Communication Intelligence Corp.
www.cic.com/
As one of the relatively rare survivors of the pen-computing debacle of a few years ago, Dao has kept his company on the forefront of natural input, exploring interfaces and developing products for everything from hand-held computers to smart telephones, not to mention signature-authentication technology that's a key enabler for digital commerce.

In addition to serving as chairman, Mr. Dao is active in developing CIC's business in Asia, where pen based input in particular promises huge rewards to the company that finally gets it right.

PHOTO BY ANN SUMMA

Sky Dayton
Chairman and Founder
EarthLink
www.earthlink.net
Amid massive shakeouts and consolidations in the ISP business, Dayton has made EarthLink an online home for an ever-growing number of users while positioning it well for future adventures. He's brought effective management onboard, attracted investors including George Soros, and meanwhile maintained EarthLink's netizen status with a strong anti-spam policy and extensive Internet support for local schools.

Michael Dell
Chairman and CEO
Dell Computer Corp.
www.dell.com
He probably didn't win too many friends with his remark that given the chance, he'd fix Apple by liquidating it and giving the money to the shareholders. However, nobody's likely to fault his leadership, as Dell Computer found more and more ways to trounce the competition in the clone wars and rack up record profits. Indeed, by year's end Apple was belatedly copying one of Dell's most successful tools—a build-your-computer-to-order Web site.

Robert Dilworth
Chairman and CEO
Don Wood
President
Metricom
www.metricom.com

Metricom's management team scored a major coup in attracting a controlling-interest investment from Paul Allen's Vulcan Ventures. The investment is expected to accelerate the arrival of Metricom's next-generation ISDN-speed radio networks; meanwhile, the earlier technology is allowing low cost mobile Internet access to those lucky enough to live in the Bay Area, Seattle and

[illegible]

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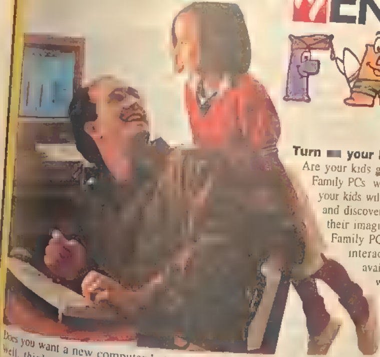

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- Windows 95 plus Family Bundle

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Cyrix M2 686mx-200 MMX	$669
Intel Pentium 150	$669
Intel Pentium 166 MMX	$699
Intel Pentium 200 MMX	$779
Intel Pentium 233 MMX	$849

Family Plus

[illegible] EDO · [illegible] HD · 24X IDE CD

Starting from $699

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- 60 Watt Power Amplified Stereo Speakers
- 33.6 v.34 Internal Fax Modem/Voice Mail
- Windows 95 plus Family Bundle

Monitor Sold Separately (see below)

Cyrix M2 686mx-166 MMX	$699
Cyrix M2 686mx-200 MMX	$739
Intel Pentium 150	$739
Intel Pentium 166 MMX	$769
Intel Pentium 200 MMX	$849
Intel Pentium 233 MMX	$919

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- 104-key Win95 Keyboard & Mouse
- 24X [illegible] CD-ROM (3600KB/s)
- Yamaha 32PnP Wavetable SoundCard
- 180 Watt Power Amplified Stereo Speakers
- 33.6 v.34 Internal Fax Modem/Voice Mail
- Windows 95 plus Family Bundle

[illegible] Sold Separately [illegible]

Cyrix M2 686mx-166 MMX	$749
Cyrix M2 686mx-200 MMX	$789
Intel Pentium 150	$789
Intel Pentium 166 MMX	$819
Intel Pentium 200 MMX	$899
Intel Pentium 233 MMX	$969

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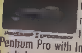

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Available on: all Systems

440LX Pentium II Chipset

Get the latest Intel 440LX chipset with your new Pentium II system. The 440LX is the first chipset designed specifically and optimized for the Pentium II MMX CPU. It has features such as the new 528MHz AGP graphics port plus support for SDRAM memory, Ultra ATA/33 IDE hard drives & MMX technology. The LX truly brings out the best [illegible] Pentium II performance!

Available on: all Hyper Systems

430TX Pentium Chipset

Intel's 430TX Triton chipset is the first chipset designed specifically and optimized for the Pentium MMX CPU. It's features include support for SDRAM memory, Ultra ATA/33 IDE hard drives & MMX technology. Utilizing all these new technologies, a TX-based system will go up to 30% faster than standard VX or HX-based systems!

Available on: all Turbo Systems

Accelerated Graphics Port

The AGP (accelerated graphics port) [illegible] the revolutionary new Intel-developed port specfically designed to help graphics performance. With a direct bus to the CPU running at 528MHz, the port allows for graphics throughput up to 4 times faster than standard PCI graphics cards.

Available on: all Hyper Systems

SDRAM Memory

SDRAM memory architecture gives you up to 20% faster overall system performance over EDO memory. With a dired synchrounous communications path [illegible] the CPU, SDRAM memory communicates more efficiently with the CPU and is able to run at the same clock speed with [illegible] wait states for unparalleled performance!

Available on: all Hyper [illegible] Turbo Systems

Ultra ATA/33 Hard Drives Up to 8.4GB of Storage

Ultra ATA/33 (or Ultra DMA) is the newest IDE hard drive technology offering transfer rates of 33MB/s, 2 times faster than standard Enhanced IDE hard drives, for super fast hard drive performance. Plus, you can [illegible] get up [illegible] 8.4GB of storage on one drive so you can load all the programs you want without worrying about space!

Available on: all Hyper [illegible] Turbo Systems

Ultra Wide SCSI-3 Hard Drives [illegible] Controllers

For the ultimate [illegible] hard drive performance, Ultra Wide SCSI-3 is the solution. Offering 40MB/s transfer rates and access times as low as 8ms, Ultra Wide SCSI-3 hard drives offer the absolute fastest hard drive performance you can get. And with the ability to support up to 7 devices, you can get up to 63GB of hard drive storage (7 x 9GB hard drives)!

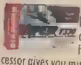
Available on: Hyper SCSI [illegible] Turbo SCSI

Universal Serial Bus

Hooking up devices to a computer used to be hard. Not any more! With Universal Serial Bus, you can now add up to 127 devices, such as telephones, cameras, scanners and speakers, with little hassle and no IRQ or DMA nightmares! Plus, at 10MB/s throughput, you get performance that's up to 100 times faster than the old serial port. The Universal Serial Bus offers speed, flexibility and upgradability.

Available on: all Hyper Systems
Optional [illegible] Turbo [illegible] Family Systems

NVidia 128-bit 3D World's Fastest Graphics



Diamond's [illegible] Viper V330 3D [illegible] STB's Velocity 128 graphics accelerators based [illegible] NVidia's hot new 128-bit graphics processor gives you mind-bogling 2D & 3D graphics performance that will blow you away! Clocked at 228 3D WinMarks (see chart above), these 3D graphics accelerator are the fastest cards money [illegible] buy! It offers the latest 3D features including bilinear texturing for smooth texturs, alpha blending, and specular lighting and fog effects.

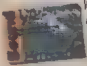
Available on: all Hyper Dream/SCSI [illegible] Turbo Pro/Dream/SCSI Systems

56K x2 Fax Modems and Internet Ready

Why wait when you can zoom on the Internet with 56K x2 Fax Modems. Transfer files, send e-mail or browse the Internet at up to twice the speed of 28.8 fax modems. And with x2 technology, you are supported by over 1,000 ISPs! Plus all Envision systems come pre-configured to run on the Internet with Internet Explorer [illegible] 0!

Available on: all Hyper & Turbo Systems

Sound Blaster Awe64



With the Sound Blaster Awe64, you [illegible] experience 64 voice orchestral-quality wavetable sound that's so life-like, you'd think you were really there! That's because with wavetable technology, you get sounds that were sampled off real instruments. That's why a piano sounds like a real piano because it really is!

Available on: most Hyper/Turbo Systems

[illegible] CD-ROM Drives

At a whopping [illegible],800KB/s transfer rates and access times under 80ms, 32X CD-ROM drives deliver unsurpassed speed that will make loading programs a breeze and make your multimedia go fast and easy.

Available on: Turbo/Hyper Dream Systems

MORE OPTIONS MORE CHOICES

Envision offers you a whole range of options that you [illegible] get with your new Envision computer. Pretty much, anything you see in our catalog can be added to your new Envision sylstem. You can also substitute any part on the system with a part you want, just pay the difference in price.

Free Installation

Best of all, if you order any option or upgrade with your [illegible] Envision computer, we'll install it on to your new computer free of labor charges! You could save hundreds of dollars in labor!

Motherboard Options

Envision carries [illegible] of the widest selection of motherboards from top-rated motherboard manufacturers such as Asus, Tyan, Abit, ATrend & Intel. If you want a different motherboard than the standard board, just tell us and we'll be glad [illegible] upgrade it for just the difference in price!

New Technology

You can add the latest and greatest in new technologies such [illegible] DVD-ROM Drives, CD-Recordable & CD-Rewritable Drives, Zip/Jaz Drives, digital cameras, scanners, and printers.

Networking Options

Envision carries a wide variety of network products from such companies as 3COM, Bay Networks, Cisco & Intel. Plus, Envision offers a wide range of network services to help your company jump into the networking age of today!

EXCLUSIVE OFFER
GET 6 MONTHS
NO INTEREST/NO PAYMENTS
FINANCING
[illegible]

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Envision also has some of the best service and support. At Envision, we feel that the most major factor in choosing a computer is not only the price or performance, but the place you buy it from. That's why our staff is dedicated to giving you the best service and support possible.

2 YEAR LABOR/1 YEAR PARTS FACTORY WARRANTY

Envision backs every system up with a full 2 year labor, 1 year parts warranty [illegible] And should you have a problem, Envision's friendly [illegible] staff can get you back up and running [illegible] within 24 hours.

CUSTOMIZED CONFIGURATIONS

[illegible] but if you can't see the configuration you want, we would be happy to [illegible] configure your system the way you want.

FREE UPGRADES INSTALLATION

We will gladly install all upgrades and options that you [illegible] your system at the time of purchase free of charge. That could save you hundreds of dollars [illegible] and labor charges. It's just one of [illegible] extra free services.

ENVISION BUSINESS SERVICES

Envision also offers a [illegible] of extra services for businesses such as networking installation [illegible] and internet services to help give you a total computer solution for your business.

OVER 10 YEARS IN THE INDUSTRY WITH 25,000+ HAPPY CUSTOMERS

Envision has been in the industry for over 10 years and during that time we have sold computers to over 25,000 customers. While other computer companies have come and gone, we have been here serving the SoCal community and will continue to do so.

[illegible] all our customers for choosing Envision. All 25,000 of you.

including...
Warner [illegible]
ABC
[illegible] Development
Wells [illegible] Bank
Fudosan Bank
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TruckData
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USC
UCLA
Caltech
[illegible] Univ.
Cal State Los Angeles
LA Unified School District
Glendale Career College
Unisys
[illegible] Hotel
Four Season Hotel
Holiday Inn
McDonalds
[illegible] Realty
Century 21 Realty
Wondries Nissan
US Dept. [illegible]
US Dept. [illegible]
City Of Los Angeles
City of Glendale
LA Housing Authority
Skirball Center
General Electric
SoCal Edison
McDonnell [illegible]
Hughes [illegible]
Northrop Grumman
[illegible]

Turbo TX Pentium Systems

Turbo TX Plus

32MB · 3.2GB HD · 24X CD · 32PnP

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- Ultra ATA HardDrive (9.5ms 33MB/s)
- to 4.3GB Ultra ATA HD - add $40
- 1.44MB Floppy Drive
- PCI Graphics Accelerator/4M
- Speed Serial/1 Parallel Ports
- Tower 230W PS
- Win95 Keyboard Mouse
- IDE CD-ROM (3600KB/s)
- 32PnP Wavetable Sound Card
- Watt Power Amplified Stereo Speakers
- x2 Internal Fax Modem/Voice
- 95 plus Super Software Bundle

Monitor Sold Separately (see side)

D K6-166 MMX	$899
Pentium 166 MMX	$899
D K6-200 MMX	$949
Pentium 200 MMX	$979
D K6-233 MMX	$1029
Pentium 233 MMX	$1049

Turbo TX Pro

· 4.3GB · 24X · SB64

Starting from $1049

finance it from $42/month

- Triton 430TX Pentium/512K Pipeline
- 32MB SDRAM Memory, up to 256MB
- 4.3GB Ultra ATA HardDrive (9.5ms 33MB/s)
  Upgrade to 5.2GB Ultra ATA HD - add $30
- 3.5" 1.44MB Floppy Drive
- Diamond Stealth II 220 Graphics/4M
- 2 Hi-Speed Serial/1 Parallel Ports
- Medium Tower 230W PS
- 104-key Win95 Keyboard & Mouse
- 24X IDE CD-ROM (3600KB/s)
- Sound Blaster Awe64 Wavetable Sound
- 180 Watt Power Amplified Stereo Speakers
- 56K x2 Internal Fax Modem/Voice
- Windows 95 plus Super Software Bundle

Monitor Sold Separately (see below)

AMD K6-166 MMX	$1049
Intel Pentium 166 MMX	$1049
AMD K6-200 MMX	$1099
Intel Pentium 200 MMX	$1129
AMD K6-233 MMX	$1179
Intel Pentium 233 MMX	$1199

Turbo TX Dream

· 7.0GB · 32X · SB64

Starting from $1349

finance it from $58/month

- Triton 430TX Pentium/512K Pipeline
- 64MB SDRAM Memory up to 256MB
- 7.0GB Ultra ATA HardDrive (9.5ms 33MB/s)
  Upgrade to 8.4GB Ultra ATA HD - add $40
- 3.5" 1.44MB Floppy Drive
- Diamond Viper 330 128-bit Graphics/4M
- 2 Hi-Speed Serial/1 Parallel Ports
- Medium Tower 230W PS
- 104-key Win95 Keyboard & Mouse
- 32X IDE CD-ROM (4800KB/s)
- Sound Blaster Awe64 Wavetable Sound
- 350 Watt Subwoofer Speaker System
- 56K x2 Internal Fax Modem/Voice
- Windows 95 plus Super Software Bundle

Monitor Sold Separately (see below)

AMD K6-166 MMX	$1349
Intel Pentium 166 MMX	$1349
AMD K6-200 MMX	$1399
Intel Pentium 200 MMX	$1429
AMD K6-233 MMX	$1479
Intel Pentium 233 MMX	$1499

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Hyper² LX Pentium II Systems

Hyper²LX Plus

32MB · 3.2GB HD · 24X CD · Yamaha

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- Pentium II Motherboard/512K Cache
- 10ns SDRAM Memory, up to 384MB
- Ultra ATA IDE HardDrive (9.5ms)
- to 4.3GB Ultra ATA HD - add $40
- Stealth 3D PCI Graphics/4M EDO
- Serial Bus Ports
- Speed Serial/1 Parallel Ports
- Medium Tower/230W PS
- Win95 Keyboard & Mouse
- IDE CD-ROM (3600KB/s)
- 32PnP Wavetable Sound Card
- Power Amplified Stereo Speakers
- Internal Fax Modem/Voice
- 95 plus Super Software Bundle

Monitor Sold Separately (see next page)

Pentium II 233 MMX	$1299
Pentium II 266 MMX	$1449
Pentium II 300 MMX	$1799
Dual Pentium II 233 MMX	$1949
Dual Pentium II 266 MMX	$2249
Dual Pentium II 300 MMX	$2749

Hyper²LX Pro

32MB · 4.3GB HD · 24X CD · SB64

Starting from $1499

finance it from $62/month

- 440LX Pentium II Motherboard/512K Cache
- 32MB 10ns SDRAM Memory, up to 384MB
- 4.3GB Ultra ATA IDE HardDrive (9.5ms)
  Upgrade to 5.2GB Ultra ATA HD - add $30
- Diamond Stealth II 220 PCI Graphics/4M
- Dual Universal Serial Bus Ports
- 2 Hi-Speed Serial/1 Parallel Ports
- ATX Medium Tower/230W PS
- 104-key Win95 Keyboard & Mouse
- 24X IDE CD-ROM (3600KB/s)
- Sound Blaster Awe64 Wavetable Sound
- 180 Watt Power Amplified Stereo Speakers
- 56K x2 Internal Fax Modem/Voice
- Windows 95 plus Super Software Bundle

Monitor Sold Separately (see next page)

Pentium II 233 MMX	$1499
Pentium II 266 MMX	$1649
Pentium II 300 MMX	$1899
Dual Pentium II 233 MMX	$2149
Dual Pentium II 266 MMX	$2449
Dual Pentium II 300 MMX	$2949

Hyper²LX Dream

· 7.0GB HD · 32X CD ·

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- 64MB 10ns SDRAM Memory, up to 384MB
- 7.0GB Ultra ATA IDE HardDrive (9.5ms)
  Upgrade to 8.4GB Ultra ATA HD - add $40
- Diamond Viper V330 128-bit AGP/4M
  or STB Velocity 128 AGP/4M Graphics Card
- Dual USB/2 Hi-Speed Serial/1 Parallel Ports
- ATX Medium Tower/230W PS
- 104-key Win95 Keyboard & Mouse
- 32X IDE CD-ROM (4800KB/s)
- Sound Blaster Awe64 Wavetable Sound
- 350 Watt Subwoofer Speaker System
- 56K x2 Internal Fax Modem/Voice
- Windows 95 plus Super Software Bundle

Monitor Sold Separately (see next page)

Pentium II 233 MMX	$1799
Pentium II 266 MMX	$1949
Pentium II 300 MMX	$2199
Dual Pentium II 233 MMX	$2449
Dual Pentium II 266 MMX	$2749
Dual Pentium II 300 MMX	$3249

Hyper²LX SCSI

64MB · 4.3GB SCSI-3 · CD · SB64

Starting from $1999

or finance it from $76/month

- 440LX Pentium II Motherboard/512K Cache
- 64MB 10ns SDRAM Memory, up to 384MB
- 4.3GB Ultra Wide SCSI 3 HD (8ms 40MB/s)
- Adaptec Ultra Wide SCSI 3 Controller
- Diamond Viper V330 128-bit AGP/4M
  or STB Velocity 128 AGP/4M Graphics Card
- Dual USB/2 Hi-Speed Serial/1 Parallel Ports
- ATX Medium Tower/230W PS
- 104-key Win95 Keyboard & Mouse
- 24X SCSI CD-ROM (3600KB/s)
- Sound Blaster Awe64 Wavetable Sound
- 350 Watt Subwoofer Speaker System
- 56K x2 Internal Fax Modem/Voice
- Microsoft Windows NT 4.0 Workstation

Monitor Sold Separately (see next page)

Pentium II 233 MMX	$1999
Pentium II 266 MMX	$2149
Pentium II 300 MMX	$2399
Dual Pentium II 233 MMX	$2649
Dual Pentium II 266 MMX	$2949
Dual Pentium II 300 MMX	$3449

MONITOR OPTIONS

14"	15"	15"	17"	17"	17"	17"	17"	19"	21"
$129	$199	$269	$349	$379	$399	$449	$599	$769	$999

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714.833.3995
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WEST LA
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Los Angeles, 90025
310.442.9571
Fax 310.442.9591

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Washington DC, currently the only service areas for Metricom's Ricochet service.

John Doerr
Partner
Kleiner Perkins Caufield & Byers
www.kpcb.com

During 1997 Doerr joined forces with Netscape's Jim Barksdale and others to found The Technology Network, dedicated to helping "create the framework for a New Economy that encourages individuals to start, build, and operate technology companies—an economy that is conducive to job creation, sustained economic growth, and educational innovation and success." Meanwhile, the oft-quoted venture capitalist also went about the business of starting and nurturing fledgling Internet companies, kept the Java hot, and inspired rumors of a planned political career

Brian Dougherty
Chairman and CTO
Wink Communications
www.wink.com

After years of serving as chairman and CEO of Geoworks (the little OS that started out GUI-ing the Commodore 64 and eventually found happiness in the cellphone and PDA market), Dougherty spun out Wink with the mission of enabling interactivity over mass-market, low-cost consumer devices. Some of the first Wink-enabled applications are already up and running in Japan, and as Wink-enabled TVs and set-top boxes start appearing in the stores, we'll be seeing a whole new world of enhanced information from football stats to telemarketing With partners like CNN already on board and ready to start broadcasting in early 1998, Wink has a large playing field.

John C. Dvorak
Columnist

Amid the usual array of alien abductions and surreal experiences, Dvorak continued to ferret out interesting products and annoy Bill Gates for yet another year, to the continuing delight of his many fans.

Esther Dyson
Chairman
EDventure Holdings
www.edventure.com

Where technological wizardry converges with business demands and social issues, there is Esther Dyson, catalyzing new businesses and addressing the complex and often unexpected problems they generate. With the delivery of her first book, *Release 2.0* (which has its own mailing list and Web site at *http://www.release2-0.com/*), she takes her thought-provoking analysis and unconventional insights to new dimensions, offering ideas and inviting debate on the evolving nature of freedom, responsibility, and prosperity in a technology-driven society.

Bernard Ebbers
President and CEO
WorldCom
www.wcom.com

Ebbers had WorldCom on an aggressive growth path in 1997—by year's end, the relatively obscure telco was a global giant, taking over networking divisions of AOL and CompuServe in a complex deal, then taking over MCI. With his sights set on business Internet services worldwide, expect him to capitalize on these acquisitions in 1998.

Kamran Elahian
Chairman and CEO
PlanetWeb
www.planetweb.com

Sure, Elahian's previous startup, Momenta, was one of the industry's more well-publicized fiascos, a casualty of the pen-computing debacle. However, his other startups have been quite successful, and his latest venture looks like another winner, with its mission of bringing easy-to-use, affordable Internet capability to the home. With a current client list that includes Sega, Zilog, Toshiba, US Robotics and GTE, among others, PlanetWeb is well positioned to put the Net on devices from videocams to Web phones

Larry Ellison
Chairman and CEO
Oracle
www.oracle.com

Quipped *Upside* in naming Ellison to its Elite 100, "Ellison occasionally takes time out from his PR high to run the world's second-largest software company." And indeed, as we go to press Oracle's stock seems to be showing some ill effects—but then, its historic competitors Sybase and Informix are in far more serious disarray

While engaging in numerous photo ops with his pal Steve Jobs and generally setting records for generating rumors in the Mac grapevine, Ellison not only managed to keep the idea of the Network Computer alive, he positioned it as the key element in the latest Microsoft-killer alliance of Oracle with Sun, Netscape, et al. Microsoft is so far showing no signs of death, and it remains to be seen whether the market will embrace what amounts to a souped-up terminal, but the devices seem likely to find at least a limited niche

Vicki Esralew
President
Kids Count Entertainment Inc.

Esralew's message of family-friendly kids' software has found a receptive audience, as Kids Count's original offering, *Jack's House*, has been joined not only by *Jack's Attic* but by music and video products similarly devoid of violence gore and bad vibes. While traditional distribution remains a problem among dealers who'd rather stock *Mortal Kombat*, Esralew maintains a toll-free number (1-800-KIDS-345) to reach interested parents. Her efforts in 1997 were met with a good deal of public recognition, including a performance by Kids Count at the Presidential Inauguration and the designation of Kids Count Week in Cook County, in Esralew's home state of Illinois.

Walter A. Forbes
President & CEO
CUC International
www.cuc.com

Forbes sees the emerging Internet marketplace and the world of interactive media as a huge opportunity for consumer-oriented companies like CUC. Consequently, he's positioning his 20-year-old company to catch the wave—its software division achieved instant clout with the acquisition of Sierra On-line, Davidson & Associates, Knowledge Adventure, and Blizzard Entertainment, and its netMarket (*www.netmarket.com*) Web site offers a dazzling array of goods and services to the online consumer

David Franey, Connie Ramberg, and Ken Ramberg
Founders
Jobtrak Corp.
www.jobtrak.com

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Come with
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8 Port Ethernet Mini Hub
Drivers for Win95, WinNT & Novell
Detailed Installation Instructions

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incl. 1 add'l Adapter & 15' Cable

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[illegible] ISA Ethernet Combo PnP (D-Link OEM)	$19
[illegible] PCI Ethernet Combo PnP (D-Link OEM)	$29
[illegible] PCI BusMastering Ethernet Combo PnP	$39
3COM	
[illegible] EtherLink III (10BT) ISA Ethernet	$54
[illegible]C EtherLink III (Combo) ISA Ethernet	$69
[illegible] EtherLink III (Combo) PCI Ethernet	$79

FAST ETHERNET ADAPTERS

3COM	
[illegible] Fast EtherLink 10/100 PCI Ethernet	$69
INTEL	
[illegible]xpress Pro 10/100 PCI	$59

ETHERNET HUBS

ENVISION NETWORKS	
[illegible]n Ethernet Hub	$69
[illegible] Fast Ethernet Hub	$129
3COM	
[illegible]Connect (TP)	$129
[illegible]Connect	$349
[illegible]Stack II 10BaseT	$499
[illegible]Stack II 10BaseT	$799
NETGEAR BY BAY NETWORKS	
[illegible] Hub	$129
[illegible] Ethernet Hub	$249

FAST ETHERNET HUBS

3COM	
[illegible]Connect 100BTX	$799
[illegible]Stack II 100BTx	$1299
[illegible]Stack II 100BTX	$1999
[illegible]Stack II Switch 3000 10/100	$2999
NETGEAR BY BAY NETWORKS	
[illegible] Ethernet Hub	$799
[illegible] Ethernet Switch	$999

ROUTERS

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[illegible]DN BRI	$499
[illegible]DN BRI/NT1	$549
[illegible]DN BRI/NT1/2 POTS	$699
[illegible] Modular	$1349
[illegible] DSU Modular	$1499
[illegible] Dual Serial	$1799
[illegible] Serial ISDN BRI	$2699
[illegible]BRI/NT1	$1999

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[illegible]	
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[illegible]	$249
[illegible] w/PowerChute for Win95	$299
[illegible] w/PowerChute for Win95	$349
[illegible] w/PowerChute for Win95	$540
[illegible]	$799
TRIPP-LITE	
[illegible]	$249

NETWORK CABLES

RJ-45 UTP	
1000' Spool Category 5	$99
Per Foot Category 5	$0.29
10' Patch Cable Category 5	$6
15' Patch Cable Category 5	$9
25' Patch Cable Category 5	$14
RG58 COAXIAL	
1000' Spool RG58 Coax	$99
Per Foot RG58 Coax	$0.29
10' Patch Cable RG58 Coax	$6
25' Patch Cable RG58 Coax	$14
50' Patch Cable RG58 Coax	$24

CONNECTORS & JACKS

RJ-45 UTP	
RJ-45 Connector	$0.79
RJ-45 Connector (50 pak)	$34
RJ-45 Wall Jack	$9
RG-58 COAXIAL	
RG-58 Connector	$2
RG-58 T connector	$2
RG-58 50 Ohm BNC Terminator (Ethernet)	$2

NETWORK TOOLS

BNC Crimping Tool	$29
RJ45 Crimping Tool	$29

NETWORK OPERATING SYSTEMS

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Windows NT 4.0 Workstation	$199
Windows NT 4.0 Server 5 clients	$599
Windows NT 4.0 Server 10 clients	$799
Upgrade Small Business Server Suite 5 users	$999
Small Business Server Suite 5 users	$1499
Small Business Server Suite 25 users	$2499
BackOffice Server Suite 2.5 5 users	$2499
NOVELL	
Please call for all Novell software pricing	

Envision also offers [illegible] following network services:
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ENVISIUM Svx FAULT-TOLERANT S[illegible]

If your business needs a fast yet dependable server look no further than Envision's line of network servers. Envision's servers are built not only for speed with the latest in technologies like Dual Processor support, Pentium & Pentium Pro processors & Ultra SCSI-3 Hard Drives but also for dependability with ECC (error checking & correcting) parity memory and i430HX Pentium or i440LX AGP Pentium II Chipsets from Intel, specifically designed for dependable and fault-tolerant network operation. Plus, Envision's servers come with specially-engineered super-cooling power supplies designed to take the loads and rigors of continuous operation. And for the best dependability, ask for Envision's revolutionary redundant power system which contain two hot-swappable power supplies which guarantee you'll always be up because if one power supply should go down, the other one kicks in immediately, without disturbing your server.

Starting from $1599

or lease/finance it from $55/month

- **Pentium [illegible] Server Motherboard:**
  - Tyan Tomcat 4 Dual Pentium Motherboard
  - Intel Triton II 430HX Server-rated Chipset
  - 512K Pipeline Cache
- **Pentium II SVX Server Motherboard:**
  - Dual Pentium II 440LX Motherboard
  - Intel 440LX AGP Chipset
  - 512K Pipeline CPU Cache
- 64MB ECC Parity Memory, up to 512MB
  - Upgrade to 128MB ECC Parity - add $249
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  - Upgrade to 9.1GB SCSI-3 - add $799
- Adaptec 2940UW UltraWide SCSI-3 Controller
  - Adaptec RAID Option - add $399
- 3.5" 1.44M Floppy Drive
- 64-bit S3 Super VGA Graphics/2M
- 2 Hi-Speed Serial/1 Parallel Ports
- Server-rated Super Size Tower/300W PS
  - Redundant 300W Power - add $395
- 104-key Win95 Keyboard & Mouse
- 12X SCSI CD-ROM Drive
- Intel 10/100 Fast Ethernet PCI Adapter

Monitor Sold & Operating System Sold Separately (see Systems page)

Add Microsoft Windows [illegible] Server to any Envision [illegible] Server for only $499!

Pentium 166MMX	$1599	Pentium II 233	$1999	Dual Pentium II 233	$2599
Pentium 200MMX	$1699	Pentium II 266	$2149	Dual Pentium II 266	$2899
Pentium 233MMX	$1799	Pentium II 300	$2399	Dual Pentium II 300	$3299

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Comes with
3 Pentium 166MMX Systems with
Ethernet PCI Network Adapters
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16MB EDO, 1.2GB HD, 64-bit Super VGA Graphics, Pentium Motherboard, 512K Pipeline Cache, 3.5" 1.44MB Floppy, 2-16550 Hi-Speed Serial, Enh Parallel Ports, Mini Tower 230W PS, 104-key Win95 Keyboard/Mouse, Windows 95, 14" Monitor
All Patch Cables & Connectors
8 Port Ethernet Hub
Pre-installation of Network & Software
Standard On-Site Installation & Setup*

$2595

Lease it for $69/month*
Add $629 per add'l workstation

*Standard installation does not include any wiring or jacks installation. There is a 5 hour allowance. Add'l hours available at $75/hour

5 USER WINDOWS NT 4.0 NETWORK PACKAGE

Comes with
1 Pentium 200MMX Server (see above)
4 Pentium Plus 166MMX Systems with
Ethernet PCI Network Adapters
and Windows 95 Operating System
16MB EDO, 1.2GB HD, 64-bit Super VGA Graphics, Pentium Motherboard, 512K Pipeline Cache, 3.5" 1.44MB Floppy, 2-16550 Hi-Speed Serial, Enh Parallel Ports, Mini Tower 230W PS, 104-key Win95 Keyboard/Mouse, Windows 95, 14" Monitor
Windows NT 4.0 Server 5 user
All Patch Cables & Connectors
8 Port Ethernet Hub
Pre-installation of Network & Software
Standard On-Site Installation & Setup*

$5995

Lease it for $149/month*
Add $629 per add'l workstation

*Standard installation does not include any wiring or jacks installation. There is a 10 hour allowance. Add'l hours available at $75/hour

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Irvine, CA 92714
[illegible]
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Fax: 714.833.3996

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Los Angeles, CA 90025
At the corner of Santa Monica/Bundy
Hours: Mon-Sat 10A-7P
310.442.9571
Fax: 310.442.9591

Job-hunting is probably the closest thing to a killer appplication the Web has yet produced, with many sites vying for attention. Founded in 1987 to create PC-based job-tracking software and migrating to the Web in 1994, JobTrak isn't just another resumé repository.

Franey, Ramberg and Ramberg took a different approach—building in-depth relationships with college career centers, over 650 to date, and offering value-added services attractive to colleges, prospective employers, and job-seeking students and alumni, from training to job search technique tips. In the process, the founders (Connie Ramberg, son Ken, and Toyota Leadership Award Winner Franey) have in the process become experts on job market trends and grown the company to its present size of 100 employees.

And, as Marketing Director Hae Yung Kim points out, the company is an online company that's successfully making a profit, which is certainly noteworthy these days.

Mary S. Furlong
Chairman and CEO
Third Age Media
www.thirdagemedia.com

After founding SeniorNet and serving as the non-profit organization's president for years, Furlong has launched a new startup to produce Web-based services for Third Agers—active, older adults. Given SeniorNet's track record and the fact that Boomers are entering their Second Half-Century with a mix of glee and trepidation, it seems likely that Furlong has found a good niche for her latest endeavor.

Gary Gach
Author
The Pocket Guide To The Internet
www.geocities.com/Athens/Acropolis/2730

After some years of Internet teaching at the Learning Annex, Gach distilled the resulting experience into his affordable, human-friendly bestseller. The updated version is in progress, but meanwhile he's also published another tome, *Writers Net*. In addition, he's a regular contributor to *American Reporter*, a pioneer in the genre of online dailies.

Jean-Louis Gassée
Chairman and CEO
Be Inc.
www.be.com

In a business climate where startups are old at 18 months, and Microsoft has allegedly won the OS war, a 7-year-old company dedicated to producing a better operating system is anomalous, not to say quixotic. Nonetheless, Gassée has managed to get Be past numerous road hazards, actually shipped the first version of the BeOS, and formed enough credible alliances and partnerships to keep the company viable. With the impending Intel version due early in the year, bigger possibilities await.

Bill Gates
Chairman and CEO
Microsoft
www.microsoft.com

Undeterred by cries of foul from beleaguered rivals, Chairman Bill keeps Microsoft on top by behaving as if it were in constant mortal peril. Despite those pesky problems with the DOJ, Gates kept the Microsoft juggernaut at full speed, eroding UNIX's market share with NT, gnawing away at Netscape's omnipresence with Internet Explorer, and creating intense mixed feelings with an equity investment in Apple—all the while buying up strategic pieces of a world that doesn't quite exist yet, from Comcast to WebTV.

Lou Gerstner
Chairman and CEO
IBM
www.ibm.com/lvg

The guy from Nabisco has successfully revitalized the once-floundering Big Blue into a lean, mean business machine. Notwithstanding media opportunities like the chess-playing Deep Blue, IBM's message was one of helping customers do business—and turn the Internet's capabilities to their advantage. The Big Blue imprimatur on online commerce was a good validation; the stock dividends and rising price per share were a testimonial to Gerstner's successful approach.

Rob Glaser
Chairman &CEO
RealNetworks
www.real.com

Reader Steven Steinbrecher praises the endeavors of Glaser and his company in not only establishing the Internet as a multimedia platform with RealAudio but continuing to innovate with RealVideo, which, he says, promises to blur the distinction between a passive medium, TV, and an active medium, the Web.

Meanwhile, though Glaser may have changed the company's name from Progressive Networks to one more reflective of its product line, he remains actively involved in the meta issues of the Net, serves on the board of EFF and supports the political WebActive site (*www.webactive.com*) as a RealNetworks project.

Mike Godwin
Staff Counsel
Electronic Frontier Foundation
www.eff.org

Overturning the Communications Decency Act was definitely a group effort, but one of the campaign's most eloquent and forceful voices was Godwin's, arguing the case in assorted venues before finally reaching the Supreme Court. His forthcoming book, *Cyber Rights: Defending Free Speech In A Digital Age*, due in early 1998 from Random House, promises to promote awareness of the critically important issues as the law attempts to address a radically changing world.

Nat Goldhaber
Founder and CEO
CyberGold
www.cybergold.com

Entire convoluted industries have grown up around various subterfuges to get the right audience to pay attention to a particular vendor's sales pitch. Never having been overburdened with conventional thinking, Goldhaber is cutting to the chase in his new venture (launched with promotional wizards Regis McKenna and Jay Chiat)—never mind the subterfuge, pay the right people to read the right ads. With a growing number of sponsors and offers, a privacy-friendly personal information policy, and payments you can send to your bank or deposit to your VISA, CyberGold is pioneering one of the more interesting (and more potentially revolutionary) aspects of online commerce.

Igor Gorjushin
Founder
Anet Software
http://anetusa.com or www.anet.ru

From Preston Taylor of Alamo comes this testimonial about a Russian engineer with global influence: "Mr. Gorjushin is personally responsible

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ntium Motherboards

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VIA VX Pro · 512K Cache 4-PCI/3-ISA 4x72-pin [redacted] · 128MB Max up to 75MHz bus [redacted] ATA
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M2 686MX-200	$169.95
Pentium 166	$179.95
Pentium 166 MMX	$189.95
Pentium 200 MMX	$289.95

$79.95 Triton VX
Triton VX 512K Cache 4-PCI 3-ISA 4x72 SIMM 2x168 DIMM 128MB Max up to 75MHz bus
AT form

w Cyrix/IBM M2 686MX-166	$159.95
w Cyrix/IBM M2 686MX-200	$189.95
w Intel Pentium 166	$199.95
w Intel Pentium 166 MMX	$209.95
w Intel Pentium 200 MMX	$309.95

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[redacted] TX 512K Cache 4-PCI 3-ISA · 4x72 [redacted]IMM, [redacted] · 256MB Max up to 75MHz bus Ultra ATA
AT form

w AMD K6-166 MMX	$219.95
w AMD K6-200 MMX	$269.95
w/Intel Pentium 166 MMX	$219.95
w Intel Pentium 200 MM[redacted]	$319.95
w/Intel Pentium 233 [redacted]	$389.95

$89.95 Asus SP97V
SIS 512K Cache 4-PCI 3-ISA 4x72 pin SIMM 128MB Max up to 66MHz bus Built-in SVGA Video
AT form

w AMD K6-166 MMX	$219.95
w AMD K6-200 MMX	$269.95
w Intel Pentium 166 MMX	$219.95
w Intel Pentium 200 MMX	$319.95
w Intel Pentium 233 MMX	$389.95

$99.95 [redacted]
Jumperless · Triton TX 512K Cache 4-PCI/4-ISA 2x72 SIMM/2x168 DIMM 256MB Max 6[redacted]hz bus Ultra ATA
AT form

w AMD K6-166 MMX	$229.95
w AMD K6-200 MMX	$279.95
w Intel Pentium 166 MMX	$229.95
w Intel Pentium 200 MMX	$329.95
w Intel Pentium 233 MMX	$399.95

$99.95 Abit IT5H
Jumperless · Triton HX 512K Cache 4-PCI/4-ISA 4x72 SIMM/2x168 DIMM 256MB Max 83Mhz bus
AT form

M2 686MX-166	$189.95
M2 686MX-200	$219.95
Pentium 166 MMX	$229.95
Pentium 200 MMX	$329.95
Pentium 233 MMX	$399.95

$119.95 [redacted]
Jumperless Triton TX 512K · 4-PCI/4 ISA · 4x72 SIMM/3x168 DIMM [redacted] Max · 83Mhz bus Ultra ATA
ATX form

w/Cyrix/IBM M2 686MX-200	$239.95
w AMD K6-200 [redacted]	$299.95
w/Intel Pentium 166 [redacted]	$249.95
w/Intel Pentium 200 MMX	$349.95
w/Intel Pentium 233 MMX	$419.95

$119.95 Asus TXP4
Triton TX 512K Cache · 4-PCI/3-ISA · 4x72 SIMM/2x168 DIMM · 256MB Max up to [redacted] · Ultra [redacted]
AT form

w/AMD K6-166 MMX	$249.95
w/AMD K6-200 MMX	$299.95
w/Intel Pentium 166 MMX	$249.95
w/Intel Pentium 200 MMX	$349.95
w Intel Pentium 233 [redacted]	$419.95

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AT or ATX

w Cyrix IBM M2 6x86MX-200	$239.95
w AMD K6-200 MMX	$299.95
w Intel Pentium 166 MMX	$249.95
w Intel Pentium 200 MMX	$349.95
w Intel Pentium 233 MMX	$419.95

$129.95 Asus T2P4
Triton HX 512K Cache 3-PCI/4-ISA · 4x72-pin [redacted] 128MB Max up to 75/83MHz bus
AT form

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w/AMD K6-200 [redacted]	$329.95
w/Intel Pentium 166 MMX	$279.95
w/Intel Pentium 200 MMX	$379.95
w/Intel Pentium 233 MMX	$449.95

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ATX form

w/AMD K6-166 MMX	$279.95
w AMD K6-200 MMX	$329.95
w Intel Pentium 166 MMX	$279.95
w Intel Pentium 200 MMX	$379.95
w Intel Pentium 233 MMX	$449.95

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Dual Pentium · Triton HX 512K Cache 4-PCI/5-ISA 8x72-pin SIMM 512MB Max 66MHz bus
AT form

w Intel Pentium 166	$339.95
w Intel Pentium 200	$399.95
w Intel Pentium 200 MMX	$429.95
w/2 x Intel Pentium 166	$479.95
w 2 x Intel Pentium 200	$559.95

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w/Adaptec SCSI-3 [redacted] Triton TX 512K [redacted] 3-PCI/5-ISA 4x72 [redacted] 3x168 DIMM [redacted]
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w/AMD K6-166 MMX	$379.95
w/AMD K6-200 MMX	$429.95
w Intel Pentium 166 MMX	$379.95
w Intel Pentium 200 MMX	$479.95
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ntium Pro

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AT Form Intel Natoma 440FX Chipset 4-PCI/3-ISA 4x72-pin SIMM 128MB Max

$199.95 Tyan Titan Pro
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Pentium II Motherboards

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Intel 440LX Chipset A[redacted] Slot/5-PCI/3-ISA · 4x168pin D[redacted] 384MB [redacted] Ultra ATA/33
ATX form

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w Intel [redacted] II 300 [redacted]	$919.95

$179.95 Asus P2L97
[redacted] 440LX Chipset AGP Slot/5-PCI/2-ISA · 3x168pin DIMM [redacted] ATA/33
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w Intel Pentium II 300 MMX	$929.95

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w [redacted] Pentium II 300 MMX	$929.95

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[redacted] form

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w/Intel Pentium II 300 [redacted]	$1019.95

$299.95 Tiger LX Dual
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ATX form

w Intel Pentium II 266 MMX	$799.95
w Intel Pentium II 300 MMX	$1049.95
w 2 x Intel Pentium II 266	$1299.95
w 2 x Intel Pentium II 300	$1799.95

$329.95 P2L97D Dual
Dual Pentium II Intel 440LX [redacted] AGP Slot/5-PCI/2 [redacted] · 4x168pin DIMM [redacted] Max [redacted] ATA/33
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w Intel Pentium II 300 MMX	$1079.95
w 2 x Intel Pentium II 266	$1329.95
w 2 x Intel Pentium II 300	[redacted]

$399.95 P2L97-DS Dual
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w Intel Pentium II 300 MMX	$1149.95
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MEMORY DEALS

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32MB EDO [redacted]	[redacted]
64MB EDO 16x32	$199.95
[redacted] 4x64	[redacted]
[redacted] S[redacted] 8x64	$179.95

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w Dual Adaptec SCSI-3 [redacted] Pentium II [redacted] 440LX AGP/4-PCI 2-ISA · [redacted] DIMM [redacted] ATA
ATX form

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w/2 x [redacted]	$1999.95

CPUs/Processors

Intel

Pentium 150	$99
Pentium 166	$119
Pentium 200	$169
Pentium 166 MMX	$129
Pentium 200 MMX	$229
Pentium 233 MMX	$299
Pentium Pro 180	$299
Pentium Pro [redacted]	$479
Pentium II 233	$329
Pentium II 266	$499
Pentium II 300	$749

Cyrix/IBM

M2/686MX-166	$89
M2/686MX-200	$119

AMD

K6-166 MMX	$129
K6-200 MMX	$179
K6-233 MMX	$229

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$229.95
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CPU/PROCESSORS

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Pentium 166 MMX	$129.95
Pentium 200 MMX	$229.95
Pentium 233 MMX	$299.95
Pentium Pro 180	$329.95
Pentium [illegible]	$499.95
Pentium II 233 MMX	$329.95
Pentium II 266 MMX	$499.95
Pentium II 300 [illegible]	$729.95

Cyrix/IBM

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M2 - 686MX-200 [illegible]	$119.95

AMD

K5-PR166	$99.95
K6-166 MMX	$129.95
K6-200 MMX	$179.95
K6-233 MMX	$229.95

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16MB 4x32 · EDO 60ns	$29.95
32MB 8x32 · EDO 60ns	$49.95
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[illegible] SDRAM 8x64 · 10ns	$179.95
[illegible] EDO ECC 8x72 · 60ns	$229.95
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FUJITSU

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[illegible] Ultra ATA MPA3035AT/U	$179.95

[illegible]

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3.2GB Ultra [illegible] 83240D4	$179.95
4.3GB Ultra [illegible] 84320D5	$199.95
5.2GB Ultra [illegible] 85250D6	$229.95
7.0GB Ultra DMA 87000D8	$289.95
8.4GB Ultra [illegible] 88400D8	$339.95

Quantum

Bigfoot CY/TX
<12ms 16.6-33.3MB/s 3600-4000rpm 128K

4.3GB CY4.3	$179.95
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Fireball ST/SE (Ultra ATA)
>10ms 33.3MB/s 5400rpm Ultra ATA 33 128K

3.2GB Ultra ATA ST3.2	$179.95
4.3GB Ultra ATA SE4.3	$219.95
[illegible] Ultra [illegible] ST6.4	$289.95
[illegible] Ultra [illegible] SE8.4 (9.5ms)	$389.95

[illegible]

<11ms Access 16.6MB/s Fast ATA 2 128K

1.2GB 31260A	$109.95
2.1GB 32160A	$129.95
2.5GB 32545A	$149.95

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[illegible] Ultra DMA 33 256K

2.1GB Ultra DMA AC12100A	$149.95
3.2GB Ultra DMA AC33200A	$179.95
4.3GB Ultra DMA AC34300A	$219.95
6.4GB Ultra DMA AC36400A (9.5ms)	$269.95

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IBM

4.3GB 34330 Ultra Wide SCSI 8ms	$319.95

Quantum

4.3GB Fireball ST Ultra Narrow 9ms	$299.95
6.4GB Fireball ST Ultra Narrow 9ms	$379.95
8.4GB Fireball SE Ultra Narrow 9ms	$499.95
4.5GB Viking Ultra Wide 8ms	$499.95
9.1GB Atlas II Ultra Wide 8ms	$799.95

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4.5GB Ultra Wide 7.5ms 10,000rpm	$799.95
9.1GB Ultra Wide 7.5ms 10,000rpm	$1199.95

[illegible] CONTROLLERS

IDE/Enhanced [illegible]

ISA IDE-I/O IDE 2S/P/G 16550 UART	$14.95
Promise Ultra ATA/33 IDE PCI	$69.95

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Iomega Jaz 2GB [illegible]	$599.95
Iomega Jaz Disk	$89.95
Iomega Zip 100 Int IDE OEM	$89.95
Iomega Zip 100 [illegible] Parallel	$139.95
Iomega Zip [illegible] Ext SCSI	$139.95
Iomega Zip Plus [illegible]	$189.95
Iomega Zip Disk/Single	$14.95
Iomega Zip Disks/10 Pak	$119.95
Syquest Sparq 1GB Int or Ext	$199.95

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Tatung [illegible] 110ms 3600KB/s	$59.95
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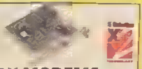

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[illegible]

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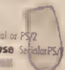

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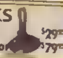

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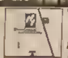

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[illegible]

continued from page 126

for major development strides by emerging Russian software development companies. His own company produces award-winning software. But, his major accomplishments are centered on promoting other small Russian developers

"With letters of recommendation from Microsoft and Intel, with whom he works closely, he brings companies into cooperative agreements to help them polish their business practices and products for global distribution. His efforts help qualified individuals produce an honorable living in Russia's moribund economic atmosphere. He is building an entire business culture, promoting production, innovation and growth. His company provides an avenue to the Western world

"Anet Software is one of the most established development companies in Russia. Mr. Gorjushin built this company with virtually no outside investment and no personal experience during historic turmoil and transition while Russia changed from Communist to a Democracy. He survived through the tumultuous fall of Gorbachev's Soviet Union and the failure of Yeltsin's Federation of former Communist Republics. Anet thrives now, in the constantly changing rules of the new Russia."

We're happy to join in saluting Mr. Gorjushin, and highly recommend visits to his Web site

Andy Grove
Chairman and CEO
Intel
www.intel.com

Frankly, we're not sure about all those dancing engineers in neon space suits, but they're an unforgettable icon for Grove's latest market push into the world of video, from conferencing to gaming. That in turn [illegible] only the latest indication of his tireless quest [illegible] anticipate and capitalize on emerging markets. Meanwhile, back in the mainstream, he also keeps the Pentium family well ahead of its competition as the silicon platform of choice.

Jeff Hawkins
Chief Technical Officer
Palm Computing
http://palmpilot.3com.com/

After years of struggling with the assorted problems of pen-based computing, something that's been occupying him since the GriDPad, Hawkins and his team finally hit the sweet spot with the Palm Pilot. The little PDA was [illegible] blockbuster in 1997, bringing new credibility to a market that's been longer on hype than functionality, and spawning an entire industry of applications and add-ons.

Frank Huang
Chairman and CEO
UMAX Data Systems
www.supermac.com

While Huang has long kept Taiwan-based UMAX a key player in the arena of PCs, motherboards, scanners, and other devices, his most stunning accomplishment during 1997 was retaining UMAX/SuperMac's status as the only worldwide licensee of the MacOS at a time when Mac cloners were experiencing [illegible] Jobs-induced bloodbath. Not only is UMAX offering its customers OS 8-based models, Huang extracted a pledge from Apple to to certify future UMAX products and include MacOS 8 in all new UMAX system designs (excluding those based on CHRP) through July, 1998

Echoing the sentiments of [illegible] grateful populace, Huang commented "Mac clones today remain an important part of a healthy Macintosh market, and UMAX is committed to leading this vital market segment with world-class products and world-class partners such as Apple. UMAX has always had [illegible] strong relationship with Apple. We are confident that [illegible] will maintain this relationship and continue to contribute to the advancement of the Macintosh platform, and expand the Macintosh market as a whole."

Dave Hughes
Managing Partner
Old Colorado City Communications
www.oldcolo.com

Unlicensed-spectrum wireless's biggest evangelist, Hughes made excellent progress during 1997 with his National Science Foundation grant to deploy wireless Internet access in Colorado's San Luis Valley. The service is up and running, delighting rural schools and discomfiting the local telcos prepared to [illegible]harge through the nose for similar access

International Brotherhood [illegible] Teamsters
www.teamster.org

Normally the Teamsters are a bit far afield from the high tech industry but their successful strike against UPS helped focus attention on a similar inequity in the treatment of the computer industry's contract workers. We hope the cautionary episode resonates in the pro[illegible] quarters

Irwin Jacobs
Chairman and CEO
Harvey White
President
Qualcomm
www.qualcomm.com

Qualcomm's co-founders have built the San Diego company into a leader in wireless communications, from satellites to cellphones—to say nothing of the various Eudora email packages. Departing a bit from the strictly technological, they also entered into a deal with the city of San Diego by which the facility housing Chargers and Padres games will henceforth be known as Qualcomm Stadium

Steve Jobs
Acting CEO
Apple Computer
www.apple.com

"He has resurrected Apple from the brink of insignificance!" enthuses one reader

Well, maybe. It remains to be seen whether founder Jobs has succeeded in reversing Apple's death spiral, though the G3 machines represent a much-needed step in the right direction. We wish him well, particularly since a Mac-less world is too horrible to contemplate.

Brewster Kahle
President and CEO
Alexa Internet
www.alexa.com

Having sold WAIS to AOL, Kahle has found himself a new project—a Web navigation tool designed to learn from its users and produce affinity-based recommendations of where to go [illegible]. The Alexa software is immeasurably aided [illegible] this endeavor by one of Kahle's ongoing projects—archiving the entire Internet.

Stephen Kahng
Founder and CEO
Power Computing
www.powercc.com

The unchallenged winner of the 1997 No Good Deed Goes Unpunished Award. Kahng effectively kept the Macintosh platform alive while

Happy New Year 98

Thank you for your support in the past year, we will do our best in the coming year...

Lx BEGINNER WORKSTATION

- [redacted] MainBoard 512K Pipeline Burst up to 233MMX
- 2 Serial/1ECP/EPP Parallel Port Ps/2 UsB Port
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- 1.44MB High Density Floppy Drive
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- Energy Saving 14" .28dpi 1024x768 SVGA Monitor
- 230-Watt Digital Medium Tower Case
- Mitsumi 24X Speed CD ROM
- Yamaha 3D 16 Bit Stereo Sound Card
- 80 Watt PreAmplified Stereo Speakers
- Smartlink [redacted] Internal [redacted] (Internet Ready)
- [redacted] with Scrolling Button by Genius
- [redacted] LexMa Mouse Pad
- [redacted] Windows 95 SRII CD & [redacted]

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$839 [redacted] $34/Mo...MMX 166 Intel
$899 or $35/Mo............200 Intel
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$999 or $40/Mo...MMX [redacted] Intel
$1319 or $52/Mo. PII-233 Intel

Lx HOME/BUSINESS WORK CENTER

- Intel [redacted] TX [redacted] Board 512K Pipeline Burst [redacted] to 233MMX
- 2 Serial/1ECP/EPP Parallel Port Ps/2 UsB Port
- 32MB EDO RAM (60ns) Max 256MB
- 3.2GB Ultra DMA 33 3MB/SEC Hard Drive
- 1.44MB High Density Floppy Drive
- ATI 3D Xpression 4MB EDO RAM Graphic Accelerator
- Digital 15" .28dpi 1280x1024 SVGA Monitor
- [redacted] Digital Medium Tower [redacted]
- Toshiba 24X Speed CD ROM
- 3D 16-Bit Sound Blaster Comp. Stereo Sound [redacted]
- 80-Watt PreAmplified Stereo Speakers
- Smartlink 56K Internal Fax Voice [redacted] (Internet Ready)
- [redacted] with Scrolling Button [redacted] Genius
- Acer 104 Windows [redacted] Keyboard
- Free [illegible] Mouse [redacted]
- [redacted] SRII CD & [redacted]
- [redacted] Internal Zip Drive *Add$95*

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$988 or $40/Mo.....AMD K5-100MHz
$1028 or $41/Mo...AMD K5-166MHz
$1177 or $41/Mo...AMD K6-200MHz
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$1039 [redacted] $41/Mo...MMX 166 Intel
$1088 or $44/Mo............200 Intel
$1138 or $46/Mo...M[redacted] 200 Intel
$1199 [redacted] $48/Mo...MMX 233 Intel
$1519 or $60/Mo...PII-233 Intel [illegible]

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- 2 Serial/1ECP/EPP Parallel Port Ps/2 UsB Port
- 32MB SDRAM RAM (10ns) Max 256MB
- 4.3GB Ultra DMA 33 3MB/SEC Hard Drive
- 1.44MB High Density Floppy Drive
- Diamond Fire GL 1000 Pro [redacted]
- Digital 15" .28dpi 1280x1024 SVGA Monitor
- 230-Watt Digital Medium Tower Case
- Toshiba 24X Speed CD-ROM
- Sound Blaster 64 AWE Stereo Sound Card
- 240-Watt PreAmplified Stereo Speakers
- Smartlink 56K Internal Fax Voice Modem (Internet Ready)
- Web Mouse with Scrolling Button by Genius
- Fujitsu 104 Windows 95 Keyboard
- Free LexMa Mouse Pad
- MS Windows 95 SRII CD [redacted] Manual
- IOMEGA Internal Zip Drive *Add $95*

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$1262 or $50/Mo. MMX K6-200MHz
$1347 or $52/Mo. MMX K6-233MHz
$1288 or $50/Mo. MMX 200 Intel
$1358 or $52/Mo [redacted] 233 [redacted]
[redacted]08 or $67/Mo PII-233 Intel

Lx VIDEO EDITING 3D WORK CENTER

- Intel Triton TX MainBoard 512K pipeline Burst up to 233MMX
- 2 Serial/1ECP/EPP Parallel Port Ps/2 UsB Port
- 32MB SDRAM RAM (10ns) Max 256MB
- [redacted] 33 3MB/SEC Hard Drive [redacted]
- 1.44MB High Density Floppy Drive
- ATI All-in-Wonder [redacted] DVD [redacted] Capture & TV [redacted]
- Panasonic 17" .27dpi 1280x1024 SVGA Monitor
- 230-Watt Digital [redacted]
- Toshiba 24X Speed CD-ROM
- [redacted] Blaster [redacted] AWE Stereo [redacted] Card
- 240-Watt PreAmplified [redacted] Speakers
- Smartlink 56K Internal Fax [redacted] Ready)
- Web [redacted] Scrolling Button by [redacted]
- [redacted] LexMa [redacted] Pad
- Acer 104 W[redacted] 95 Keyboard
- MS Windows [redacted] Manual
- [redacted] Internal Zip [redacted] *Add $95*

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$1628 or $59/Mo. MMX K6-200MHz
$1699 or $68/Mo. MMX K6-233MHz
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$1720 or $[redacted] 233 [redacted]
[redacted] PII-233 [redacted]

Lx THUNDER POWER 3D WORK CENTER

- Intel Atlanta 440LXNA MainBoard up to 300MHz
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- 2 Serial/1ECP/EPP Parallel Port Ps/2 UsB Port
- 64MB SDRAM RAM (10ns) Max 384MB
- 8.4GB Ultra DMA 33 3MB/SEC Hard Drive
- 1.44MB High Density Floppy Drive
- [redacted] II [redacted]
- Panasonic 17" .27dpi 1280x1024 SVGA Monitor
- ATX 250-Watt [redacted] Tower Case
- Teac 32X Speed CD ROM
- Sound Blaster 64 AWE Stereo [redacted]
- 300-Watt 3D [redacted] Speakers w/SubWoofer
- US Robotics 56K Internal Fax Voice Modem (Internet Ready)
- Microsoft Intellimouse P/S2 Mouse
- KeyTronic 104 [redacted] KeyBoard (Lifetime [redacted])
- Free LexMa [redacted] Pad
- MS [redacted] 95 SRII [redacted] & [redacted]
- [redacted] Zip Drive [redacted] $95

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K6-233MMX AMD	$222
K6-200MMX AMD	$185
rix 200MX	$125

Hard Drive	$160
JTS 3.2G EIDE	$179
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Maxtor 7.0GB Ultra DMA	$215
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Western Digital [redacted].4GB Ultra	$285
IBM 6.4GB Ultra [redacted]MA	$10
Web Mouse by Genius (Retail)	$10
Headset	$45
Microsoft Natural Keyboard	
Smartlink Video Conference Kit	$99
Camera [redacted] Card	$89
Iomega Internal Zip Drive	$265
SyJet 1.5GB SCSI Drive	$195
Toshiba Second Generation DVD Drive	$185
ATI All-in-Wonder 4MB EDO RAM	$129
Smartlink 56K Ext. Modem	$129
USR 56K Int. Voice	$185
OkiData 4L 4ppm La[redacted] Printer	$129
UMAX Astra 610P Ratmed Color Scanner	$275
Casio QV-11 Digital Camera	

BAREBONE SYSTEM

- 230-Watt Medium Case
- 1.44MB 3.5" Floppy Drive
- ATI 3D Xpression 2MB EDO RAM
- 32MB EDO RAM
- ASUS TX 512K MainBoard

150 Intel Pentium® $348
166 Intel Pentium® [redacted] $368
200 Intel Pentium® [redacted] $468
233 Intel Pentium® [redacted] $553
200 [redacted] .... [illegible]
233 K6-AMD $468

Intel Atlanta 440LX (Original Intel)
With ATX [redacted] PS

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[redacted] II [redacted] $1103

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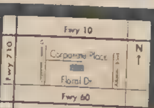

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SPECIAL [illegible] MASTER'S COLLEGE • LA TECHNICAL SCHOOL • SOUTHERN CALIFORNIA GAS CO.

Apple was busy growing itself new feet to shoot, only to have Apple belatedly decide that Mac clones weren't such a hot idea after all.

We thank him for the commandos and Humvees at Moscone, wish him the best in his further adventures, and salute him for leadership by example—finally you can order custom Macs on the Web from Apple.

Jerry Kaplan
CEO
Onsale
www.onsale.com

Startup author Kaplan has a much more cheerful story to tell this time around, as his auction-house brainchild had itself a nice IPO, achieved presentable revenue, and spawned a host of competitors. Despite the occasional contretemps like the email controversy with competitor eBay, Kaplan's done a good job of charting Onsale's course through turbulent waters and attracting a loyal clientele.

Guy Kawasaki
Chief Evangelist
Apple Computer
www.lists.apple.com/evangelist.html

PHOTO BY ANNE KNUDSEN

1997 cannot have been an easy year for Kawasaki, as the chasm between Apple and The Macintosh Way grew ever wider. Still, through innumerable scary manifestations of corporate fu, he managed to rally the Mac's true constituency: the users and developers, and keep them talking to each other. We extend heartfelt hopes that 1998 brings abundant justification for his sorely tried fervor and zeal, and wish him luck with his newest book, *Rules for Revolutionaries*.

Tim Koogle
President and CEO
Yahoo!
www.yahoo.com

When Yahoo! went public in 1996, there was much comment about its long-term viability. However, in what remains the fiercely competitive world of online search engines, Koogle has kept Yahoo! at the forefront, evolving it from simple search engine to media giant, offering everything from articles to email and garnering the kind of traffic that makes advertisers vie to buy space on the site.

Mike Kramer
Owner
Kramer Computer Services
www.Kramernet.com

Kramer is another addition to our parade of unsung heroes—in this case, his praises are indeed being sung by one of his satisfied clients, who reports: "Mike is a well-above-average computer technician—program literate, and industry aware. He is always ready to help anyone untangle the myriad of computer snafus. In short, he is very worthy to be considered as an unsung hero nominee." We're happy to concur.

Kai Krause
Chief Science and Design Officer
Metatools
www.metatools.com

Krause was back with another blockbuster graphics product in 1997—this one aimed at the consumer market rather than the professional. Kai's Power Soap, released to the same raves as its predecessors, allows ordinary humans to get rid of common photo problems like color imbalance and the ubiquitous red-eye without acquiring a PhD or spending a fortune in the process.

Scott Kurnit
Chairman & CEO
General Internet
www.miningco.com

Kurnit's pioneering one of the more interesting innovations in Internet content—The Mining Company offers special-interest Web sites hosted by guides who help people find the information they'll find most useful. The resulting information is then used by General Internet's commercial side to address the needs of its corporate clients seeking to build Internet-enhanced customer relationships.

William Larson
Chairman and CEO
Network Associates
www.networkassociate.com

Merging McAfee Associates with Network General, Larson has parlayed leadership in the anti-virus market into a powerhouse security company addressing everything from network management to encryption. As security becomes a key component of ubiquitous online activity, expect some interesting interactions between Larson and Jim Bidzos of RSA as they compete for this emerging market.

Brenda Laurel
Vice President, Design
Purple Moon
www.purple-moon.com

After years of research at Interval, Laurel took her knowledge and turned it into a company whose mission was to be meaningful in all aspects of a girl's life—specifically, to create software that addressed the oft-lamented fact that preteen girls find *Duke Nukem* et al. consummately boring. While she's taken some flak from purists over merchandising arrangements for action figures, Purple Moon backpacks, and Bonne Bell Lip Smackers, Laurel has had a vital role in creating the first two heavily character based software offerings and developing Purple Moon's multifaceted relationship with its audience.

Wyatt Leung
President
Chinese Software Professionals Association
www.cspa.com

While Leung is no doubt a considerable asset to his employer, BroadVision, he really shines as CSPA's president. Through a well-developed blend of inspiration and nagging, he manages to mobilize an ever-growing group of volunteers to make CSPA one of the Valley's most dynamic professional associations, with events like annual conferences and job fairs adding value to its ongoing schmooze possibilities.

Charles Liang
President and CEO
SuperMicro
www.supermicro.com

Liang has led his company aggressively in the development and marketing of high-speed motherboards, culminating in the recent release of the SuperP6DNH2 dual-Pentium Pro server series, one of the first implementations of the I2O intelligent I/O standard. With innovations like a diagnostics program and automatic fan included on each motherboard, Liang has pushed for added value in his product line, driving continuous improvement in the boards and continuous growth for SuperMicro.

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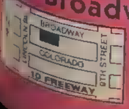

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James Liggins
Founder
Inner City Computer Society
http://host3.scbbs.com/~iccs

Liggins continues to augment the alliances and resources offered by this group, which helps Southern California's inner-city residents take advantage of the opportunities offered by technology. With a mailing list and support from the local business community, Liggins is making a significant—and practical—difference.

Bela Lubkin
Tech Support
Santa Cruz Operation
www.sco.com

A colleague at SCO urges us to add Lubkin to our list of deserving unsung heroes, which in this era of usually-lamentable tech support is something we're happy to do. Says our correspondent: "Bela has single-handedly helped more users out of tight spots, especially with old hardware and software, than any one else (at SCO at least). The list of people worldwide who would cheer to see his name on the list would number in the thousands." Cheer on, folks!

Scott McNealy
President and CEO
Sun Microsystems
www.sun.com/corporate overview/ceo/message.html

McNealy had good cause to worry as Windows NT made inroads into the enterprise markets Sun used to own, and Microsoft managed to coopt the Java standard in ways he hadn't exactly planned on. Nonetheless, he dealt with these hazards while doing his part to advance the cause of Java and network computers, keeping Sun prosperous, and regaling audiences with tales of how Java would bring about the age of George Jetson.

Alan Meckler
Chairman, President, and CEO
Mecklermedia Corp.
www.meckermedia.com

While the giants of trade shows and industry publications eventually recognized the potential of the Internet and set out to exploit it, they tended to find Meckler already in residence when they got there. Today, with a nice assortment of publications and conferences, not to mention the invaluable ISP-finder site *www.thelist.com*, Meckler remains the definitive source of info and connections for all matters Net-related.

Rand Miller
President/Executive Producer
Robyn Miller
Director, Riven
Cyan Inc.
www.cyan.com

The Miller Bros. have done it again—their long-awaited sequel to *Myst* is already a blockbuster, and has launched innumerable gamers on a new quest. Of course, given the game's multi-CD size, their contribution to the vendors of storage media is also non-trivial.

Meanwhile, an ever-growing family of books and merchandise makes *Myst* a truly multimedia experience.

Chris Nolan
Columnist
San Jose Mercury-News
www.mercurycenter.com

Nolan started a gossip column in the *Merc* in April, which has become a runaway success—in the words of one reader, "she's on her way to becoming the Balzac of Silicon Valley with her unique blend of knowledge, wit, and insight into the deeper issues."

Says Nolan herself: "Before coming here I covered politics and technology for a cable television industry trade magazine. I lived in Washington, DC and covered the passage of the 1996 Telecommunications Act. When it passed, I decided to leave Washington, figuring that piece of legislation was to the computer business what the highway act of the 1950's was to McDonald's. The action, the money and the stories are here.

"Besides, I have managed to find a job where I go to parties, talk to millionaires and write about it. Let's face it, it appeals to my basic instincts, so to speak."

Jeff Papows
President
Lotus Development Corp.
www.lotus.com

On this side, Lotus Notes, proprietary groupware behemoth beloved of corporations. On the other, the wild and woolly Internet, and MIS Guys wondering if it might not offer a better way. With Domino and the Work The Web campaign, Papows successfully migrated Notes to the intranet environment, got a foothold in a promising new market, and contributed nicely to parent IBM's bottom line.

Sameer Parekh
President
C2Net
www.c2.org

Always fond of privacy and personal freedom, Parekh made last year's list for protecting the privacy of customers of his Community ConneXion ISP. Having had a business epiphany in the meantime, Parekh transformed the company from ISP to full-time purveyor of industrial-strength, globally distributed cryptography. By virtue of developing strong crypto offshore and housing it on a server on Anguilla, Parekh's Oakland-based business enjoys a growing client base and competes effectively with companies unimpeded by US government crypto restrictions.

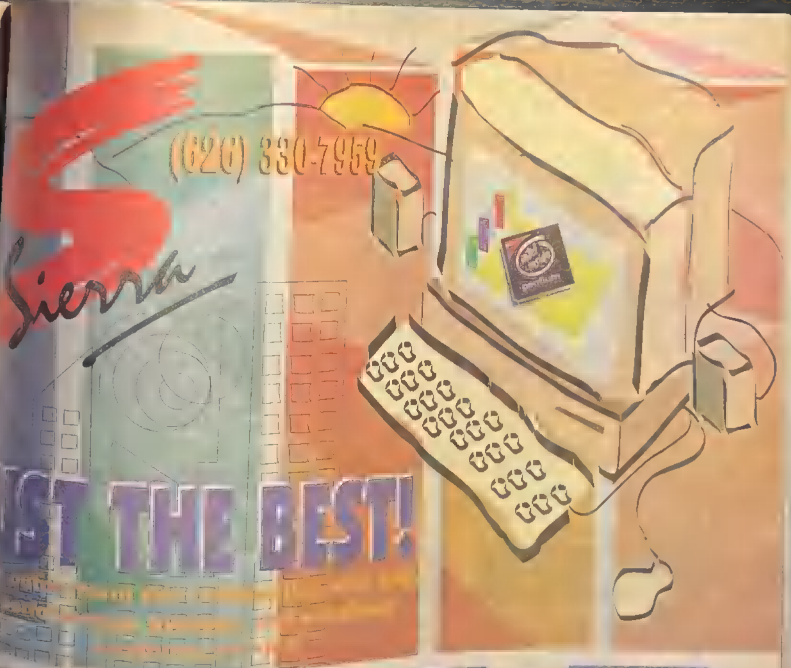
Marilyn Hall Patel
Judge
Federal District Court
www.eff.org/bernstein/Legal

In the case of *Bernstein v. US Department of Commerce*, Judge Patel held that "the encryption regulations [of the US Government] are an unconstitutional prior restraint in violation of the First Amendment."

Her decision in the case of mathematician Daniel Bernstein, who was trying to teach an online course on crypto and was stymied by export regulations, was widely hailed by industry figures and civil libertarians alike. Unsurprisingly, it was immediately challenged by a government made nervous by the prospect of documents it can't read, and as we go to press the case is under review by the Ninth Circuit Court of Appeals. Nobody seriously expects this case to end this side of the Supreme Court, but we are happy to salute Judge Patel for an intelligent and far-reaching decision.

Bob Pearlman
President
Autodesk Foundation
www.autodesk.com/foundation

At a time when the mismatch between the skills taught in schools and the skills required by fast-moving industries is reaching crisis proportions, Pearlman is trying to bridge the gap. The Foundation's mission to foster project-based learning in the schools, through ongoing programs and its annual conferences, provides a broad range of resources to teachers and counselors struggling to deal with school-to-career issues.



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ADV-266	Advanced	$ 1,470
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INMAX Advance 233
[illegible] ystem

- *Intel Pentium® II Processor 233MHz*
- Intel 440LX Motherboard [illegible] AGP
- 64 MB Hi-Speed SDAM 10ns
- ATI Xpert@ play [illegible] SGRAM 3D AGP
- Sound Blaster AWE 64 [illegible] 240 Watt Speakers
- 6.5 GB Ultra DMA/33 [illegible]
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- **Diamond DVD Rom Kit** (Toshiba DVD Drive)
- Iomega [illegible] Internal Zip Drive
- 1.44MB Floppy Drive
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- Windows 95 PS/2 Keyboard
- Microsoft [illegible]
- [illegible] 95 w/CD

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❖ 17" MAG [illegible] Monitor [illegible] separately @ [illegible] with syszem purchase

ADV-266	Ultra Prof	$ 2,040
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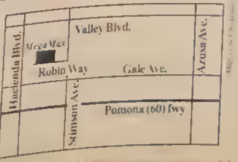

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continued from page 134

Steve Perlman
CEO
WebTV Networks
www.webtv.com

Few endorsements of your concept rank quite as high as Microsoft's buying your company, which is what happened to Perlman and his co-founders in 1997 Remaining [illegible] CEO of the new Microsoft subsidiary, he now has the task of making such offerings as The Tamagotchi Channel and push content from Disney as indispensable to TV-based netizens as the Mickey Mouse Club once was to suburban boomers.

Eckhard Pfeiffer
President and CEO
Compaq
www.compaq.com

Pfeiffer pleased the customers with competive pricing, the shareholders with profits and stock splits, and the strategic planners with his focus on capturing the enterprise market. Toward the latter goal, he augmented Compaq's already thriving server business with the acquisition of Tandem, for access to the really serious Big Iron markets.

Lew Platt
Chairman, President and CEO
Hewlett-Packard
www.hp.com

Platt led HP into further forays during 1997, with NT-based systems in particular making strong headway [illegible] the enterprise and Intranet markets. Meanwhile, he continued to be a good custodi[illegible] of the HP Way, promoting [illegible] culture of developing good products by treating people well, [illegible] practice we'd like to [illegible] attain wider emulation.

Larry Probst
Chairman, President [illegible] CEO
Electronic Arts
www.ea.com

Under Probst's leadership, EA has stayed dynamic and profitable in a market characterized by platform wars, ferocious competition and the inherent unpredictability of showbiz In 1997 he kept EA busy with hit products for Playstation, Saturn et al., while on the PC side adding Maxis and its family of Sims to the EA product line

Jeff Pulver
Creator
Free World Dialup Project
www.pulver.com.80/fwd/

Pulver launched this all-volunteer project in 1995, and by last year had gateways in numerous US cities and around the world While the initial impetus was to exploit the Internet's telephony capabilities to allow free phone calls, the project has become a test bed for a number of entrepreneurs and telecommunications companies seeking to prepare for the future

Callers to one local gateway can make a call to any number in the local calling area of any other gateway Volunteers, who pay for their gateways and the necessary maintenance, agree not to charge callers money (thereby causing the whole service to fly under the radar of governmental regulators). It remains to be seen how well this approach scales up, but it portends an interesting change in communications business models.

Brian Reaves
CEO
Beyond Software, Inc.
www.beyond-software.com

One of the gnarlier problems facing the corporate world (aside from the Year 2000 problem) is migrating its legacy information and applications from mainframes to the Internet/intranet environment. Reaves co-founded Beyond Software with three other young entrepreneurs to address this problem, and Beyond Software has become the leading provider of Web-based solutions for enterprise computing Its customers include J.C. Penney, Bank of America, Boeing, Lehman Brothers, Merrill Lynch, Pacific Bell, Wells Fargo, US West, and scores of others, all mainframe companies.

Beyond recently topped *Information Week's* list of "Great Unknown Companies And Why You Should Know Them."

Howard Rheingold
Founder
Electric Minds
www.minds.com

Virtual Community author and colorful star of Kinko's commercials. Rheingold had his [illegible] trip on the Internet Startup Rollercoaster in 1997 His eMinds chalked up a number of noteworthy accomplishments including a much-ballyhooed Deep Blue online event with IBM, but the online community business model failed to develop soon enough for the investors, who pulled the plug At the last minute Minds was rescued by a new owner, and while much of the original concept has been irrevocably altered, the neighborhood continues and the Rheingoldian One is still in residence

Heidi Roizen
Principal
Roizen Associates
www.roizen.com/heidi/

Dubbed "the canary in Apple's coal mine" when she took the job as VP of Developer Relations, Roizen precipitated much outcry a year later when she bailed from what was clearly a non-tenable situation Now she's doing some consulting, serving on some boards of directors, and generally dispensing wisdom and credibility in various locales of the software business.

Alain Rossmann
Chairman and CEO
Unwired Planet
www.unwiredplanet.com

Rossmann's last foray into mobile computing was with the ill-fated EO, but he's undeterred Unwired Planet, which he founded in 1994, is taking a somewhat different approach to the needs of the location-independent user developing technology that offers Internet access through such non-traditional devices [illegible] cellphones and pagers. With 350 companies [illegible] Unwired's last developer conference Rossmann appears to be on a promising path

Jerry Sanders
Chairman and CEO
AMD
www.amd.com

Roaring back with the K6 processor line Sanders may not actually be a serious threat to Intel However, his ongoing quest for competition, innovation and improving the price-performance ratio of available CPUs have made him a boon to cost-conscious [illegible].

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Built in controllers (ultra DMA)
Digital Mini tower, mouse
104 Enhanced keyboard

K6-200MHz	$1,229
K6-233MHz	$1,349

Cyrix 6x86MX

MX 166C	$1069
MX 200C	$1149

MMX 200MHz	$1269
MMX 233MHz	$1359
PII Klamath233MHz	$1629
PII Klamath266MHz	$1759
PII Klamath300MHz	$1959

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56K ASDV Fax/V Modem
DVD CD ROM
32 bit sound,
390W SUBWOOFER speakers
1.44 MB FDD
17".26 SVGA Color Monitor
*ATI 3D XP 4MB PCI VIDEO
Built in controllers (ultra DMA)
Digital Mini tower, mouse
104 Enhanced keyboard

K6-200MHz	$1,629
K6-233MHz	$1,769

Cyrix 6x86MX

MX 166C	$1519
MX 200C	$1599

MMX 200MHz	$1689
MMX 233MHz	$1809
PII Klamath233MHz	$2029
PII Klamath266MHz	$2159
PII Klamath300MHz	$2359

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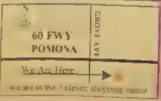

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Eric Schmidt
CEO and Chairman
Novell
www.novell.com

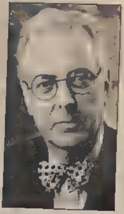
Conventional wisdom questioned Schmidt's sanity for leaving a nice established place at Sun to take on the well-documented woes of Novell, but seemingly he needed the challenge. The rumor mill periodically suggests that Schmidt's true mission is to groom Novell for takeover by Sun, but in the meantime, he's streamlining operations, introducing radical concepts like Internet, and generally shaking things up in ways not seen since Ray Noorda brought the company back from the brink of death in the olden days.

Bruce Schneir, David Banisar
Editors
The Electronic Privacy Papers
www.wiley.com/compbooks

Security expert Schneir joined forces with privacy advocate Banisar to produce this impressive collection of industry and government documents, many previously classified. The result is an invaluable reference for anybody concerned with maintaining the security and privacy of their communications, and interested in understanding the mentality of agencies that would prevent them from doing so.

Susan Scott
Executive Director
TRUSTe
www.truste.org

As Internet-enabled business booms, merchants want to learn more and more about their customers, while their customers are more and more concerned about keeping their personal information private. Scott presides over this much-needed organization, launched in June 1997, which addresses the various marketing needs and privacy concerns inherent in online commerce by promoting [illegible] culture of flexibility and full disclosure. Originally founded by CommerceNet and the Electronic Frontier Foundation, TRUSTe has drawn support from merchants and customers alike, while drawing attention to an aspect of the digital revolution that's often ignored until it's too late.



Dick Shaffer
Principal
Technologic Partners
www.tpsite.com

Investors, from the institutional to the individual, fuel the growth and development of the high-tech industry. Shaffer's newsletters provide inside info to prospective investors, and his conferences remain the industry's premier schmoozefests, where hopeful entrepreneurs meet and woo potential funders [illegible] search of the next Netscape, Yahoo, etc.

Chuck Shotton
Quarterdeck Fellow
StarNine
www.quarterdeck.com

With [illegible] new release of WebSTAR and continued work on enhancements, Shotton and his team led the effort to keep the Macintosh [illegible] viable contender in the Internet server marketplace at a time when Cupertino seemed unclear on the advantages of its own product.

Masayoshi Son
President and CEO
Softbank Corp.
www.softbank.com

With well-entrenched global leadership in publishing and conferences, Son continued to empire-build—investing heavily in Internet-related startups from content to infrastructure, and forays into broadcast media with ZDTV and other ventures.

David Talbot
Editor and CEO
Salon Internet
www.salonmagazine.com

Many have tried, many have died when [illegible] comes to commercial publishing on the Net. Talbot, who left the *San Francisco Examiner* to start Salon, has so far managed to triumph over the naysayers, all the while garnering kudos for everything from Salon's quality articles to its enlightened freelance contract. Meanwhile the [illegible] has continued to grow its circulation and revenue, moved to daily publication—and actually syndicated some of its stories to print media.

Dave Thoma
President and CEO
ClassiFind Network
www.classifind.com

Thoma founded ClassiFind in 1995 to develop a strategy of partnering with existing classified sources to bring multimedia classified ads to the Web. The current incarnation of the service premiered in July, with RealAudio and RealVideo clips augmenting searchable text ads, and has become not only a popular advertising and shopping destination but a showcase of just how good Web ads can really be.

Linus Torvalds
Author
Linux
www.iinet.net.au/~pdcruze/

While Torvalds has now left the University of Helsinki for Silicon Valley—he's now at the definitely uncommunicative Transmeta in Santa Clara—the estimated 3–5 million users of his freely distributed and much-collaborated-upon OS don't have to worry. His new employer, yet another Paul Allen-funded startup, is on record that whereas they won't exactly say what he's really working [illegible], they think it's important for him to keep working on Linux.

US Supreme Court

We're happy to join the chorus saluting the Justices for their good sense in declaring the Communications Decency Act unconstitutional, and also join in the fond hopes that they will be similarly clued [illegible] the forces of censorship launch their next campaign.

Ted Waitt
Chairman and CEO
Gateway 2000
www.gw2k.com

Waitt's herd of digital Holsteins got even bigger during 1997, as Gateway's down-home operations expanded worldwide into new markets. The really interesting question, however, is what Gateway's planning to do with the Amiga technology of which it is the most recent owner.

Dave Wald, Juan Reardon MD
Founders
InfoMed USA
www.igc.apc.org/cubasoli, www.cubaweb.cu/medicina/infomed/im0.html

Writes reader Tom Kelly of Berkeley. Dave

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- 2 TYPE II OR 1 TYPE III PCMCIA SLOTS
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LCD	INTEL CPU	RAM	HDD	PRICE
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15.1" XGA TFT (1024x768)	[redacted]	[redacted]	3.0GB	$3340

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LCD	INTEL CPU	RAM	HDD	PRICE
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11.3" SVGA TFT (800x600)	166MMX	16MB	2.1GB	$1640
11.3" SVGA TFT (800x600)	200MMX	32MB	3.0GB	$1840
12.1" SVGA TFT (800x600)	166MMX	16MB	2.1GB	$1750
12.1" SVGA TFT (800x600)	200MMX	[redacted]	3.0GB	$1950

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- 16MB RAM EXPANDABLE TO 80MB
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- ZOOM VIDEO SUPPORT
- 1 TV OUT PORT
- INFRARED COMMUNICATION COMPLIANT IRDA
- 1 176 PIN CONNECTOR FOR PCI LOCAL BUS DOCKING STATION

LCD	INTEL CPU	RAM	HDD	PRICE
12.1" SVGA TFT (800x600)	166MMX	16MB	2.1GB	[redacted]
12.1" SVGA TFT (800x600)	200MMX	32MB	3.0GB	$2110
12.1" XGA TFT (1024x768)	166MMX	[redacted]	2.1GB	$1930
12.1" XGA TFT (1024x768)	[redacted]	[redacted]	3.0GB	$2140
13.3" XGA TFT (1024x768)	166MMX	16MB	2.1GB	$2170
13.3" XGA TFT (1024x768)	200MMX	32MB	3.0GB	$2380

- INTEL PENTIUM® PROCESSOR UP TO 233 MHZ MMX
- 16 MB RAM EXPANDABLE TO 144MB
- 2MB VIDEO RAM EDO
- 256KB L2 PIPELINE BURST SYNCHRONOUS CACHE
- VGA 64 BIT PCI LOCAL BUS ARCHITECTURE
- REMOVABLE FULL SIZE 20X SPEED CD-ROM
- BUILT IN WAVETABLE STEREO AUDIO 3D SOUND EFFECT
- 2 TYPE II OR 1 TYPE III PCMCIA SLOTS
- ZOOM PORT & CARD BUS SUPPORT
- [illegible] PIN CONNECTOR FOR PORT LOCAL BUS DOCKING STATION
- SUPPORT [illegible]

[redacted]

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LCD	INTEL CPU	RAM	HDD	PRICE
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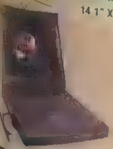
13.3" XGA TFT (1024x768)	200MMX	32MB	3.0GB	$2360
14.1" XGA TFT (1024x768)	166MMX	16MB	2.1GB	$2390
14.1" XGA TFT (1024x768)	200MMX	32MB	3.0GB	$2560

- INTEL PENTIUM® PROCESSOR UP TO 233 MHZ MMX
- 16 MB RAM EXPANDABLE TO 128MB EDO
- 512 KB L2 PIPELINE BURST SYNCHRONOUS CACHE
- BUILT-IN 5.25" 20X SPEED CD ROM • 4MB VIDEO RAM EDO
- 64-BIT VGA CONTROLLER ON PCI LOCAL BUS ARCHITECTURE
- 14.1" WITH 64 BIT 4MB EDO GRAPHIC ACCELERATOR
- 3D SURROUND SOUND EFFECT
- 1MB HARDWARE WAVETABLE MEMORY
- 2PCMCIA TYPE II OR 1 TYPE III SLOT
- ZOOM VIDEO PORT & CARD BUS SUPPORT • 1 TV-OUT PORT
- 2 USB (UNIVERSAL SERIAL BUS) PORTS
- 1 16C550 COMPATIBLE SERIAL PORT
- 1 168 PIN CONNECTOR FOR PORT REPLICATOR
- RECHARGE NIMH BATTERY [illegible] BATTERY OPTION



LCD	INTEL CPU	RAM	HDD	PRICE
12.1" DSTN (800x600)	166MMX	[redacted]	2.1GB	$1450
12.1" DSTN (800x600)	200MMX	32MB	3.0GB	$1650
12.1" SVGA TFT (800x600)	166MMX	[redacted]	2.1GB	$1799
12.1" SVGA TFT (800x600)	200MMX	32MB	3.0GB	$2010

- INTEL PENTIUM® PROCESSOR UP TO [illegible] MHZ MMX
- [illegible] RAM EXPANDABLE TO [illegible]
- [illegible] BURST MEMORY
- [illegible] SPEED CD-ROM
- [illegible] VIDEO RAM EDO
- 64 BIT PCI LOCAL BUS ACCELERATOR
- [illegible] WAVETABLE SOUND EFFECT
- [illegible]
- 16-BIT STEREO SOUND SYSTEM
- 2 TYPE II OR 1 TYPE III SLOTS
- [illegible] SLOT SUPPORT ZOOM VIDEO PORT
- 1 TV-OUT PORT
- 1 168 PIN CONNECTOR FOR PORT REPLICATOR

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D-LINK ETHERLINK	$125
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- 24X CD ROM Drive
- Sound Blaster 64-Bit PnP Sound Card w/Wave Table
- 240-Watt Amplified Stereo Speakers
- 554 Multimedia CD Titles'
- 56kbps Internal Fax/Data/Voice Modem
- Microsoft Windows 95 CD Package

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[illegible]

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- Western Digital 4.3GB Ultra DMA Hard Drive
- 3.5" 1.44MB Floppy Drive
- Microsoft Carrera PS2 Mouse
- 24X Speed IDE CD ROM Drive
- Sound Blaster AWE64 Sound Card w/Wave Table
- 240-Watt 3D Sound Amp Stereo Speakers
- IBM Aptiva Subwoofer
- USRobotics 56K (X2) Internal Fax/Modem
- Microsoft Windows [illegible] CD Package

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to ViewSonic P810 21"	Add $820
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[illegible]

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- 104-Key Win95 Keyboard (PS2)
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- S3 3D-Virge 4MB EDO PCI w/MPEG Software
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- IBM Aptiva Sub Woofer w/240-Watt Speakers
- 554 Multimedia CD Titles'
- 56K Internal Fax/Data/Voice Modem (RW)
- Microsoft Windows [illegible] CD Package

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[illegible]

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- Keytronic PS2 Keyboard
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- 3.5" 1.44MB Floppy Drive
- Microsoft Carrera PS2 Mouse
- 24X Speed IDE CD ROM Drive
- Sound Blaster 32 Bit PnP Sound Card
- 240-Watt Amplified Stereo Speakers
- 554 Multimedia CD Titles'
- 56K Internal Fax/Data/Voice Modem
- Microsoft Windows 95 CD Package [illegible]

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- Hi-Res Serial Mouse
- 8X Speed IDE CD ROM Drive
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$[illegible]

[illegible].3GB
Ultra Wide SCSI
$[illegible]

ASUS 440LX MB
w/Intel Pentium II
MMX-233 CPU [illegible]

MAINBOARDS

(CPU Sold Separately)

Combo Specials

Venture TX [illegible] 512K PB Cache Ball Bearing Heat Sink Fan with

Intel Pentium MMX 166	$205	Cyrix 686 MX-166	$175
Intel Pentium MMX 200	$290	Cyrix 686 MX-200	$210
		Cyrix 686 MX 233	$355

ASUS TX MainBoard with 512K PB Cache [illegible] Bearing Heat Sink Fan with

Intel Pentium MMX 166	$260	Cyrix 686 MX-166	$230
Intel Pentium MMX-200	$345	Cyrix [illegible] MX 200	$265
		Cyrix 686 MX 233	[illegible]

ASUS P-II LX97 (440LX) Main Board, P-II Heat Sink Fan with

Intel Pentium II MMX 233	$575	Intel Pentium II MMX 266	$699

Intel P II Portland Main Board, P-II Heat Sink Fan with

Intel Pentium II MMX 233	$579	Intel Pentium II MMx-266	$703

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97 w/Adaptec 2940UW (ATX)	$265	Intel Venus Pentium Pro	$110
LX97 w/Adaptec 2940UW (ATX)	$450	Intel P-II Portland ATX w/o or w/Audio	$165/$179
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w/PS	$79

available see "Black Components")

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G773	[illegible]	0.26	1280x1024	[illegible]	Special	$ 525
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PT775	17.0/16.0	0.25AG	1600x1280	[illegible]	SonicTron	$ 685
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P810	21.0/20.0	0.25	1600x1280	[illegible]		$ [illegible]
PT813	21.0/19.5	0.25AG	1600x1280	[illegible]	SonicTron	$ [illegible]
P815	21.0/20.0	0.25	1600x1280	[illegible]		$ [illegible]
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(Black Monitors available see "Black Components")

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Availability subject to stock on [illegible]

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[illegible]

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NEC 24X (SCSI)	$119
Panasonic 24X (IDE)	[illegible]
Teac 24X (IDE)	$70
Toshiba 24X (IDE)	[illegible]

[illegible]

Sony [illegible]	$305
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JVC 2x6 SCSI CDR w/SW "Adaptec" w/ Ctrl	$350
Yamaha 4x6 SCSI CDR w/SW "Adaptec" 0 Ctrl	$539
Yamaha 4x6 SCSI CDR w/SW "Adaptec" w/ Ctrl	$579

SOUND CARDS & SPEAKERS

Creative Technology

Sound Blaster 16 Vibra (OEM)	$39.5
Sound Blaster 32 PnP (OEM) .Best Buy	$64
Sound Blaster AWE64 PnP (Retail) [illegible]	$89
Sound Blaster AWE64 PnP (OEM)	$75
Sound Blaster 64 Gold (Retail)	$169
Opti Chip 16-Bit [illegible] Win [illegible] PnP Comp.	$15
Yamaha 16-Bit IDE Win 95 Comp. w/WaveTable	$16.5

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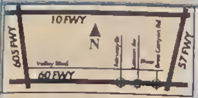
Amplified Speakers 80-Watt	[illegible]
Amplified Speakers 240-Watt w/3D	$22
IBM/Aptiva Subwoofer (Limited Qty) Sound Great	$38
[illegible] 25W [illegible] Speakers	[illegible]

Special of the Month
[illegible] Blaster [illegible] (Value)
[illegible]

BLACK COMPONENTS

[illegible]



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(M1-2811)

MicroTimes 100

continued from [illegible] 140

Juan have organized a completely volunteer effort to provide computers used to link all of Cuba's public health system—from Havana to the smallest rural health clinic. This year over 1000 donated and rehabilitated computers, monitors, and peripherals will be shipped, all this in the face of a US government embargo which includes food and medicine. Computers have been donated by individuals and companies; all rehab efforts have been done by Dave, Juan, and a few volunteers."

We're happy to applaud this endeavor, and hope it inspires others to recycle old equipment where it will do the most good.

John Warnock
Chairman & CEO
Charles Geschke
Chairman & President
Adobe Systems
www.adobe.com

It's not every high-tech company that still exists fifteen years after its foundation, and it's even rarer for the founders of such an enterprise to remain in charge. Warnock and Geschke have parlayed their early insight into the importance of laser printers into a company whose tools are vital at all levels of media production—from special effects in blockbuster movies to photos of the Brownie Camping Trip in the troop Web page. While keeping Adobe at the forefront of a volatile industry, they've also managed to keep it at the forefront of human-friendly corporate culture

Jim Warren
Columnist

As we go to press, Warren is somewhere in the Caribbean with his new catamaran. Nonetheless, we were happy to see his return from his writing hiatus in 1997, and along with his fans are equally happy to salute him for his ongoing efforts to propel government into the computer age.

[illegible] Wasch
Executive Director
Software Publishers Association
www.spa.org

Wasch runs [illegible] organization that's ferocious in its zeal to guard the interests of software publishers and has been instrumental in clarifying some critical intellectual property issues for legislators. While we'd like to see fewer fanciful claims about Dollars Lost To Software Piracy and less encouragement of practices like reporting one's employer to the Software Police, we'd also like to salute Wasch and the SPA for the invaluable resources they offer to the industry.

Ann Winblad
Partner
Hummer Winblad
Venture Partners
www.humwin.com

Probably the least-scary VC in the business. Winblad is also one of the most savvy and most successful in nurturing the shaky startup and building useful alliances. Excelling in people skills as well as business acumen, she's [illegible] tireless networker in the industry and a competent recruiter of talent for her portfolio companies

Dave Winer
Software Developer, Publisher
Dave Net
www.scripting.com/dwiner/

Our good friend Sylvia Paull writes in to remind us about Winer, who was certainly much in evidence with Dave Net's anguished plaints over the past year. Says Sylvia: "It's the only widely read newsletter that presents the views of [illegible] developer, who must suffer the slings and arrows of the operating platforms wars. Dave's tone is frank and fresh—if not whiny at times—and almost every column seems to strike a nerve in the collective conscience of the computer industry. He gets responses to his statements from the likes of Bill Gates and Steve Jobs, and other luminaries down the line. He's raised the hackles of many a top computer company exec, but because his column goes out to the creme de la creme, they feel the need to respond. For a viewpoint of the industry unlike any other, reading Dave Net is a must."

We agree, and encourage Winer to keep fighting the good fight—and talking about it

Delbert W. Yocam
Chairman and CEO
Borland
www.borland.com

Apple veteran Yocam had already achieved some distinction [illegible] [illegible] turnaround specialist at Tektronix before coming to Borland, by which time the struggling developer-tools company appeared [illegible] require divine intervention. Yocam, however, has managed to restore focus, profitability, and growth, to the general improvement of morale in Scotts Valley

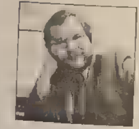
Pierluigi Zappacosta
Chairman
Logitech
www.logitech.com

Now, Logitech is a distinguished company and in general, to use its fine products—mice, trackballs, digicams, scanners, whatever—is to sing its praises

However, that's not what Zappacosta is doing on this year's list

He's on the list this year because, in a [illegible] lovingly chronicled and partially instigated by the *San Jose Mercury News*, he foisted Dilbert cartoonist Scott Adams, disguised as a Famous Consultant, on Logitech's executive team. Zappacosta contributed admirably to the hoax by innocently serving as Adams's yes-man as he goaded the bewildered executives into ever-greater excesses of Mission Statement Stupidity.

We're not sure the Management Team at Logitech is enjoying the joke yet, but it will live on [illegible] cherished legend as long as hapless workers and customers have their otherwise harmonious business relationship disrupted by outside experts perceived by the boss as the company's salvation.



Phil Zimmermann
Fellow
Network Associates
www.pgp.com/phil/phil.cgi

PGP Inc having been recently acquired by the new-formed hybrid of McAfee Associates and Network General, Zimmermann's role in the company could be seen as essentially symbolic at this point. However, with his implacable commitment to robust, trapdoor-less crypto tools for anybody who feels the need for them, he's a very powerful symbol—within days of the announcement of the acquisition, Network Associates suddenly announced that it was withdrawing from the Key Recovery Alliance, a trade organization of firms producing encryption software with government-accessible back doors. As he told *Netly News* correspondent Declan McCullagh, "I never would have allowed my own company to join the Key Recovery Alliance. As soon as I found out about McAfee being a member, I tried to do something about it." ■

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2 MB Video Card 24x CD ROM 32 bit Sound Card
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OR [illegible]

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AMD K6-233	$809.99
Cyrix MX-166c	$679.99
Cyrix MX-200c	$689.99

High Tech Systems

- 32 MB SDRAM 10nS
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- 1.44 FDD
- TV Output 3D MPEG card
- [illegible] kbps Fax/modem
- 24x CD-ROM
- 32 bit Sound System
- 240W Speakers
- 17" .28 N.I. SVGA Monitor
- Digital Case
- Win95 keyboard w/ [illegible] rest

OR $[illegible] PER Month*

Klamath PII 233	$1,369.[illegible]
Klamath PII 266	$1,509.99
Klamath PII 300	$1,739.99
MMX 233	$1,169.99
P-Pro 200	$1,419.99
Cyrix M2-200	$969.99
AMD K6-200	$1,049.[illegible]
AMD K6-233	$1,089.99

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- TX chipset
- Internet Speaker
- Internet Microphone
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- 32 bit Sound System
- 2.0 GB hard drive
- 16 MB EDO RAM
- 4 MB MPEG Video Card
- 1.44 floppy drive
- 33.6 Fax/MODEM
- Win95 keyboard
- Digital Case
- 14" .28dp N.I. Monitor

MMX 200	$749.99
MMX 233	$839.99
Cyrix M2 166	$629.99
Cyrix M2 200	$649.99
K6-200 MMX	$719.99
K6-233 MMX	$759.99

OR $25.00 PER Month*

MOTHERBOARDS

[illegible]

Klamath 233 MHz	$499.99
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Klamath 300 MHz	$849.99
Pentium Pro 200	$589.99
P 150 MHz w/ 512k	$149.99
P 166 MHz w/ 512k	$169.99
P 200 MHz w/ 512k	$209.99
MMX 166	$169.99
MMX 200	$259.99
MMX 233	$339.99
AMD K-6 166 MHz	$169.99
AMD K-6 200 MHz	$219.99
AMD K-6 233 MHz	$269.99
Cyrix M2 166 C	$129.99
Cyrix M2 200 C	$149.99

Microsoft Windows95
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system purchase

MEMORY

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8 MB 72 pin / EDO	$17.99/14.99
16 MB 72 pin / EDO	$26.99/21.99
32 [illegible] 72 pin / EDO	$52.99/42.99
SDRAM	
16 MB 168 pin	$35.99
32 MB 168 pin	$59.99
64 [illegible] 168 pin	$149.99

HARD DRIVES

1.3 GB JTS	$99.99
1.7 GB JTS	$129.99
2.1 GB JTS	$135.99
3.2 GB JTS	$159.99
3.1 GB WD	$184.99
4.3 GB WD	$219.99
5.1 GB Maxtor	$229.99
6.4 GB Quantum	$279.99

Call for SCSI prices

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  [illegible] two DIMM sockets
- 2.0 GB HDD. 32MB EDO RAM
- 1.44MB FDD
- 24X CDROM Drive
- 32 bit sound card
- 200W Speakers
- 33.6k Fax/MODEM
- PCI SVGA Card w [illegible]
- 14" SVGA .28 NI Color Monitor
- 104 WIN 95 Keyboard
- Super Digital Case w/230W P.S

OR $[illegible] PER Month*

Intel	MMX 200	$799.99
	[illegible]	[illegible]
Cyrix	MX-166C	$659.99
	MX-200C	$679.99
AMD	K6-200	$749.99
	K6-233	$789.99

PENTIUM® OF THE MONTH

- Motherboard w 512k Pipeline Cache
- 16 MB EDO [illegible]
- 1.3 GB HDD
- 1.44 MB FDD
- 14" SVGA Color monitor
- PCI Video Card
- Fax/MODEM [illegible] Voice
- Super Digital Case
- 104 Enhanced Keyboard
- Mouse

OR $1[illegible] PER Month*

		w/ Fax/MODEM	24 [illegible] Multimedia
Intel	MMX 166 MHz	$529.99	$629.99
	MMX [illegible] MHz	$629.99	$729.99
	MMX 233 [illegible]	$699.99	$699.99
Cyrix	6x86 [illegible] 166C	$499.99	$599.99
	[illegible]	$[illegible]	$619.99
AMD	K-6 166 [illegible]	$539.99	$639.99
	K-6 200 MHz	$579.99	$679.99
	[illegible] MHz	$623.99	$729.99

HYPER TECH SYSTEMS

- TX Chipset M.B
- 64 MB [illegible]
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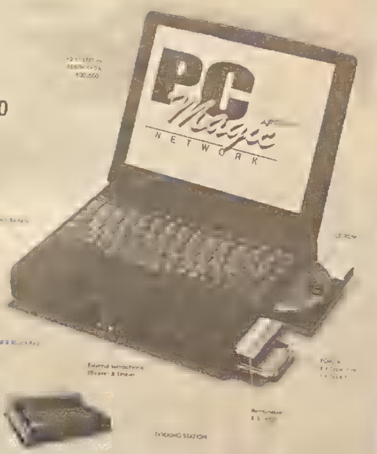

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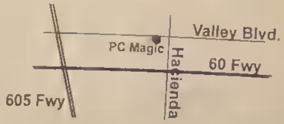

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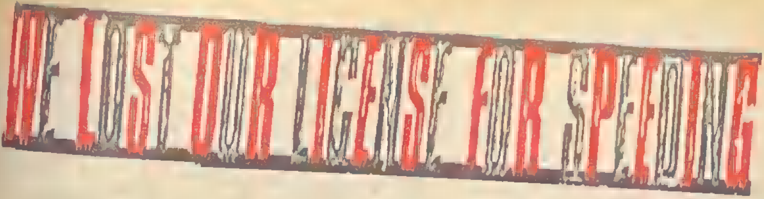
Mac's Year Of Hell

By [redacted] Eisenhart


WE LOST OUR LICENSE FOR SPEEDING

Ad Of The Year—Power Computing's Going-Out-Of-Business Sale

In 1989, Guy Kawasaki wrote in *The Macintosh Way*:

"Somewhere along the line...the baton passed from Apple, the company, to Macintosh, the computer. The Macintosh Way of doing business means doing the right thing and doing things right. It combines the informality of the H-P Way and the flair of the Apple Way with [illegible] idealistic faith in employees, customers, and products. It is a way of doing business for people who are foolish or brave enough to try to make a difference in a world of mediocrity."

Rarely has the Macintosh Way been less in evidence at Apple than in 1997. Among the many depressing moments that beset the Macintosh community during the year, one of the top contenders is the one depicted on our cover—the keynote address of Macworld Boston in August, with the instant media icon of Bill Gates' image dwarfing Steve Jobs.

Actually, despite all the Antichrist jokes, a lot of the news was good. Microsoft was making an investment in Apple. Apple and Microsoft were going to stop squabbling about a lot of stuff, and Microsoft was committing to the continued existence of Office on the Mac platform.

But at the announcement that Internet Explorer would not only be bundled with all future Macs but would be preinstalled as the default browser, the crowd of Mac zealots erupted in boos.

And Jobs wagged his finger at them as if they were errant children.

The subsequent press conference was no love-fest either, as journalists asked hard-hitting questions about what wasn't addressed at the keynote—specifically, the future of Macintosh clones, which were the main thing keeping the platform alive in recent times. Jobs had given the press conference a miss, leaving it to nervously squirming executives to spout weaselwords and leave little hope of any good outcome.

The other shoe finally dropped less than a month later, when Apple announced that [illegible] was buying out Power Computing's Mac license and that Power would cease selling Mac clones by year's end. The howling from developers on the semper.fi list (originally created to foster dialogue between developers and Guy Kawasaki) was such that the list was first temporarily, than permanently, shut down.

Kawasaki himself wrote at the time: "Basically, our clone business was [illegible] badly implemented that we were literally losing money with each one that was sold. Surely this wasn't the only thing we did wrong, but it was a big part of our problems.

"Had we not bought the license back we would have continued to lose money, and therefore the public's confidence that we would survive. And Apple would have died—taking all the clone manufacturers with us. Now [illegible] least we have a shot.

"The decision was very difficult and not without great risk. But continuing along as things are was just as risky...The issue [illegible] very complex, and the decision was made with a lot of gnashing of teeth, but it's done, and we're moving [illegible]. I hope this provides some clarification. I close with this thought. Doubt is not the opposite of faith. Doubt is part of faith."

Never officially acknowledged amid all the corporate floundering and posturing was the central issue. Apple's treatment of Power was a clear statement that any business relationship with the former was contingent on the next shift in the wind in Cupertino. Under such conditions, the stability of Microsoft started looking pretty appealing to users, developers, and dealers alike.

The last months of the year gave cause for guarded optimism. The new G3 PowerMacs shipped, delivering excellent bang for the buck. Apple has belatedly done what it should have done years ago—allowed people to order custom-configured Macs online—and the market responded by purchasing $12 million worth of Mac merchandise in the site's first month.

Mac Vs. Apple?

The Macintosh community has often been at odds with Apple, particularly when the latter's Grand Vision parted company with what the users wanted. One of our earliest cover stories proclaimed: "They want to fatten your Mac—with or without Apple's blessing." (Apple eventually got the message and offered Fat Macs.)

Now [illegible] in 1984, the survival of the Mac will require, not simply unsubstantiated cheerleading, but a lively collaboration among all the Macintosh stakeholders—Apple itself, but also the customers, the developers, the user groups, the publications, the online sites, and the retail channels.

Everyone, in short, who travels the Macintosh Way. With or without Apple's blessing. ■

> **Now as in 1984, the survival of the Mac will require, not simply unsubstantiated cheerleading, but a lively collaboration among all the Macintosh stakeholders.**

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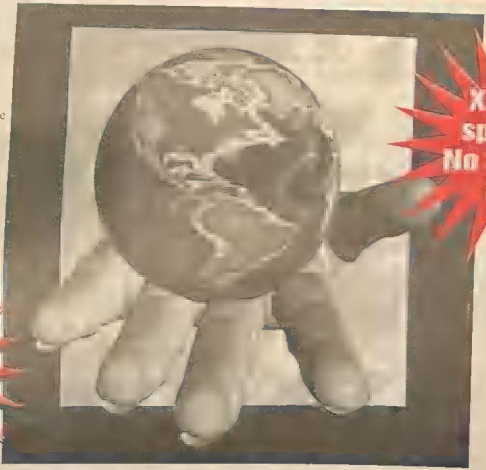

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BMUG • By Peter Linde and Sam Penrose

Disaster Avoidance Through Reliable Backups

Plus: Support Resources On Apple's Web Site

This month, Peter will talk about the important issue of data protection through proper backup. Sam will be taking a look at the technical support available on Apple's Web site.

Peter's Backup Tips—The Data You Save May Be Your Own

OK, be honest. When was the last time you backed up your data?

For many of us, performing backups properly and consistently is tantamount to voluntary trips to the dentist, yet the importance of regularly backing up your data, as well as testing your backup, can hardly be overstated.

In our last BMUG column, I wrote about how important it has become for Mac users to protect themselves from Macro Viruses, a relatively new threat to your data. This time, I want to mention some of the same cautions about an age-old threat: drive failure and subsequent data loss.

And in contrast to what you might think, many factors and even technological advances are making a good, complete, and working backup system a necessity even more than in the past.

First off, magnetic media have always been an imperfect method for storing data. All magnetic media (hard drives, floppies, Zip disks, DAT tapes, etc.) eventually fail. There are no exceptions to this rule. In fact, hard drives are rated on a scale called MTBF, which stands for Mean Time Between Failures.

In English, this means that a drive has a 50% chance of dying by the time it reaches its MTBF. Some will die the day they come off the assembly line. Others will last for years beyond their MTBF rating. Yours will likely fall somewhere in between. And it will probably fail when you are on a deadline. The average MTBF for hard drives has been going up dramatically over the last few years, but hard drive manufacturers still use this measurement because they recognize that all hard drives die.

Two other trends in the hard disk world have helped to increase the danger associated with storing data: higher capacity drives, and higher platter rotation speeds. Higher capacity means that more data gets crammed on to a smaller physical space on the disk platters. Therefore, if the disk does suffer some physical insult, it is more likely that more of your crucial data will be lost. Higher platter rotation speed means that the physical medium is moving faster; the platters on which your data is stored actually create a gyroscopic effect, as well as wind that can damage the disk if it is moved even slightly while running.

Add all this together and you have a recipe for data flambe.

Protect Me!

So how do you avoid the inevitable heartbreak of serious data loss? You must set up, use, and periodically test a backup system.

What constitutes a backup system? Lots of things. For example, simply copying your important data files to a floppy disk is one form of backup system. Many people use Zip drives for this purpose. More sophisticated systems include DAT drives coupled with software that performs the function of backing up your data automatically.

The first rule of backup is that no piece of important data should ever exist in only one physical location—ever. The more literally you interpret this rule, the more safe your data will stay.

At the most basic level, this rule commands that you should copy all your important documents to a floppy or another hard drive attached to your machine. If your data is only on one hard drive, and that hard drive goes south, you can lose your data. But if you copied your data to your external hard drive, or your Zip, or even a floppy, you can chortle lightheartedly, knowing that you have lost nothing but a sorry old hard drive.

However, let's say, for example, that you diligently back up your data on to floppies, smugly thumbing your nose at fate as you neatly stack your floppies next to your computer. Are you protected against data loss now? No way! You are certainly better off then your friends and colleagues who never back up. But what if your home or office catches fire, taking your computer (and neatly stacked floppies) with it?

Welcome to the concept of off-site backup. By simply taking a copy of your backup with you to another physical location, you dramatically increase the safety of your data.

What Kind of Backup System Is Right For You?

The least-expensive backup system is the one in which you do all the work. With this system, you have to remember to back up your data on to some other media other than your regular hard drive.

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Pros: Its cheap and anyone can do it.

Cons: You will get lazy or just forget to back up something important. I promise. You will. In addition, this just isn't efficient if you are backing up large amounts of data.

Next up is a system that involves some external removable cartridge like a Zip or Jaz drive and software such as Dantz Developments DiskFit Pro *(http://www.dantz.com)*. DiskFit Pro can automatically determine which of your documents have changed since the last backup and add only those to the cartridge.

Pros: This software makes backing-up easier and therefore more likely to occur regularly. In addition, the software verifies what it copies so that you can be reasonably assured that what you back up is what is actually on your hard drive.

Cons: Great software, but not as good as its older brother, Retrospect (see below). Not easy to automate your backup.

A top-of-the-line backup system that can not only back up your machine, but others on a network if needed, is a DAT (digital audio tape) drive with Dantz Development's Retrospect (and Retrospect Remote if network backup is needed). While it can also back up Windows machines over a network, Retrospect is quite simply the only software to use for backing up large amounts of data on a Mac. It's well-designed, about as bug-free as software gets, and the company is full of great people who are ready to answer your tech-support questions.

Pros: DAT can hold gigs worth of data, making it the only choice for those of us with multiple large drives. Retrospect verifies your data as it backs it up so that you can sleep well, knowing that your data is safely and accurately secured. In addition, the system can be completely automated which means its more likely that regular backups will occur.

Cons: If you can't afford $500–1500 for this system, that's a big Con. But ask yourself, How much is my data worth to me? If it's over $1500, check out a DAT backup system.

One last note on backup systems: Whatever system you set up needs to be tested. Even the most advanced and expensive system will fail sometimes. You should check your backup system periodically by restoring a file or two from your backups to make sure that they are readable.

If you don't have a backup system, you need to get one. Those of you that have backup systems need to make sure they work.

Tech support is about dealing with trouble, not glossing it over. Much of the site's information is written in a tone that [illegible] lawyers have gone over it to make sure it doesn't reveal anything more than it has to.

[illegible] Asks: Need A Little Support? Visit The Apple-Support Web Site

You can get free, comprehensive technical information and support for your Macintosh, including answers to your personal questions from clueful Apple employees—without spending any time on hold. Twenty-four hours a day, seven days a week.

Well, sort of.

Apple has provided support resources of significant value on the World Wide Web at *http://www.apple.com/support/*. Unfortunately the implementation is a work in-progress.

The site offers four main resources spread across thousands of Web pages: Technical Support Online, downloadable software, a Technical Information Library, and developer support. We'll look at the first three.

Tech Support Online

http://www.info.apple.com/tso/

Tech Support Online is organized by category: basic troubleshooting; MacOS and applications; desktops; portables; displays; printers and imaging; servers and networking; QuickTime and Newtons. Each of these categories has its own subset of pages: "News" (recently added items), Frequently Asked Questions, Software, Discussion, and Resources. (The troubleshooting pages are done a little differently.) There is also a search engine.

HTML chaos begins immediately. On the */support/* page alone four resources are linked twice, while the Tech Info Library is linked three times. Links that claim to go elsewhere reload the current page. Half of the links in three pull-down menus don't do anything useful for one reason or another.

Tech Support Online's page format makes you feel simultaneously everywhere and nowhere. In the first 200-odd vertical pixels of each page there is a navigation bar (for Apple's entire Web presence), another navigation bar (for the Support area), a title ("Tech Support Online"), a subtitle ("You are in Desktop/Performa Computers"), a pull-down menu (for navigating to different Tech Support Online categories), and a button bar (for navigating within your category), all in different styles and alignments.

Once you've battled through this visual cacophony, you can get anywhere from anywhere within Tech Support Online. This is a good second step. The first step is providing places worth getting to. The site is plagued by fragmentary information resources given major play and useful items buried in a mass of HTML. Many if not most of its pages are devoted entirely to links.

When you finally find some prose, the result is often disappointing. FAQ files do not cut it as the basic information resource for Apple's technology. Computers need users' manuals. In today's industry these are long $35 books written and published with varying degrees of autonomy, honesty, and competence. Perhaps it is unreasonable to ask Apple to provide comprehensive manuals on the Web if it can't afford to provide them with its computers, but the English language has much better potential for organizing this kind of information than HTML does, online or off. Links are not knowledge.

A look at the MacOS discussion area *(http://discuss.info.apple.com/boards/MacOS.nsf/by Topic)* shows that about half of the questions received replies, not all of them helpful. A large number of questions were posted two, three or four times in quick succession, indicating that the person asking could not make sense of the interface.

Many of the replies by Apple employees were links to relevant articles on the site, another clue that people are lost. Of the HTML discussion board interfaces I have seen, this

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Many of the replies by Apple employees were links to relevant articles on the site, another clue that people are lost. Of the HTML discussion board interfaces I have seen, this one is probably the worst. (BMUG's FirstClass system makes them all seem, well, second class.) Still, it exists, and a significant fraction of questions receive helpful answers, whether from Apple or other customers. The company deserves kudos for making this resource available.

Tech Support Online's troubleshooting area (*http://support.info.apple.com/tso/troubleshooting/*) is divided into Problems, Prevention, Repair, Before You Call, and Other Resources. Again, you'll find endless fragments of semi-useful information and only a few good overviews. What troubleshooting resource worth the name doesn't deal with extensions for Apple's latest OS? If there is such a page, I couldn't find it.

The troubleshooting resources page (*http://support.info.apple.com/tso/troubleshooting/topic_resources.html*) contains links to InfoMac and other Internet archives, a step in the right direction, but no set of links to specific programs. For example, as long as they are going to tell you about Disinfectant for virus protection, they might as well link it. TechTool, a great freeware aid for desktop rebuilding and PRAM zapping, isn't even mentioned.

Software

http://www.info.apple.com/swupdates/

The software downloads area consists of the Tech Support Online interface laid over the sensible structure of Apple's old FTP site. There are hundreds of useful files here, making it the one area of the site where content is basically unhampered by HTML.

Tech Info Library

http://www.info.apple.com/til/

The primary entry to the Tech Info Library is a search page. This can be good or bad, depending on whether there is any information to search for. It returned two hits for "MacOS 8" when I specified MacOS as a topic area. I reran the search with no area specified and got eight more hits, only one of them useful to more than a few people ("Clean Install Instructions for Performa Computers"). On the other hand, searching for "6500" (the model number of a current desktop computer) returned fifty articles, many of broad interest. Avoid the useless Top Articles page.

Half Full, Half Empty

Apple deserves our gratitude for all the work they've done to make some great resources available on the Web. They also owe it to themselves and their customers to finish the job.

First, please eighty-six most of the HTML. Second, combine all the little scraps of information into substantial text files. Third, rewrite them. Fourth, do real linking to the rest of the Web.

Besides letting technical writers rather than Webmeisters drive their support site, Apple should address its pervasive sense of corporate reticence. Tech support is about dealing with trouble, not glossing it over. Much of the site's information is written in a tone that suggests lawyers have gone over it to make sure it doesn't reveal anything more than it has to.

It may be too much to ask Apple to admit all of its products' shortcomings or link directly to sites that are in the business of exposing those shortcomings. But if it were willing to restrain the coders, free the writers, and let in a little fresh air, Apple could make its support site a fabulous resource. ■

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What Is BMUG?

BMUG is an educational non-profit computer user group providing know-how, software, and opportunities for 10,000 computer users from countries around the world. We are in the business of giving away information.

BMUG publishes and distributes some of the best computer books and CD-ROMs available. Our semi-annual 400-page "Newsletter," sent to every member, contains scores of articles on every facet of Macintosh computing, the Internet, and more, plus hundreds of megabytes of useful software on the included CD-ROM, all without a single advertisement. Our three BBSes are thriving virtual communities where thousands of people share information about everything from how to defragment a hard drive to how good the latest Emma Thompson movie is, all presented through the friendly FirstClass user interface.

The BBSes also offer access to much of our constantly updated software library. BMUG offers volunteers a broad range of opportunities to learn valuable skills while helping people and having fun. We support over a dozen free Special Interest Groups aimed at everyone from complete beginners to professional programmers, where any member of the public can come to get questions answered. Members can make appointments with our valiant volunteer hardware gurus to get memory installed or mysterious problems examined.

You can learn more about us on our Web page at *http://www.bmug.org*, where you'll find schedules, maps, our guide to the best products for MacOS and general computing, and software and instructions you can use to take a free tour of our Planet BMUG and BMUG Boston BBSes, available by direct dial or over the Internet. Our office at 2055 Center St. in downtown Berkeley is open from 9 am to 5 pm. Come say hello there or at one of our meetings, weekly on the UC Berkeley campus and monthly in San Francisco and San Jose. For more information, call the announcement line at (510)549-2684, ext. 8. You can also fax us at (510)849-9026 or write us at 1442A Walnut St. #62, Berkeley, CA 94709-1496. Join us!

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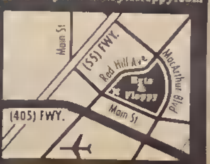

New Game? Need Help?

Strategy Guides To The Rescue

By Gen Katz

You probably got the game for Christmas, and I know you haven't found all of the solutions. Maybe you're ready for some help. Just a few hints to get to the endgame successfully.

You know that soon you'll have to start returning calls. "Sorry, I'm in *Riven* now," is getting tiresome. To the rescue—strategy guides in all flavors.

First, decide how much help you want. Writers of strategy guides use particular terms to clue you in to the amount of help they are giving you, since the assumption is that you are playing these games for the fun of solving the puzzles and defeating the villains. Pay no attention to the guilt-producing aura surrounding some of the terms. Take what you need—it's your game. Here's the strategy guide lingo:

Cheaters: These are usually codes to type in to gain an advantage by additional skill, strength and weaponry. Most commonly found in shooting and fighting games.

Background: An overall description of the philosophy and focus of the game. Some insight into the logical process needed to play and win at the game. A little more than you get from the back of the box.

Hints/Clues: An indirect suggestion. Might indicate where you might go, what to look at, perhaps a nudge in the right direction—but no solutions.

Reading the guide's introduction will give you an idea of the author's approach, but in all cases you will be cautioned to decide on what kind of help, and how much you want before getting into the book.

Solution: Writers really don't want to give away everything, so what is offered as a solution varies widely. Often it is presented as a walkthrough from one person's view, as he works through the game and solves the puzzles. This section of the strategy guide reads like a short novel, giving you the flavor of the game along with step-by-step solutions to the puzzles. In complex branching games, because the solution usually solves only one path, you are left with other ones to explore yourself.

Spoilers: Here are all the solutions—everything is revealed. The term alone makes you feel like a wimp, a failure. For intrepid gamers, this is to be avoided at all costs. Often there is little dramatic story line associated with this form—"Just the facts, Ma'am."

Reading the guide's introduction will give you an idea of the authors approach, but in all cases you will be cautioned to decide on what kind of help, and how much, you want before getting into the book.

The Writers' Task

Writers of strategy guides tread a narrow and treacherous path between giving you just enough information, and giving away too much and spoiling the game. For this reason, they constantly remind you not to look at certain chapters, to partially cover pages, and to turn the next page under peril of glimpsing a solution.

In *The 11th Hour*, the table of contents is purposefully placed on a separate page so that the previous page can warn you that turning the page might compromise some solutions. Actually, tables of contents and maps tell you a lot about the game—and in a game like *Riven* they are practically a giveaway.

The *Official Riven—The Sequel To Myst—Hints and Solutions* strategy guide is written with infinite care so as to provide the player with just the degree of information he wants, and no more. To accomplish this, there are four information levels, from gentle hints to a full-bore walkthrough. There is an amplification of the story line to update the player from *Myst* to the events that led up to the situation in *Riven*.

For players who take *Myst/Riven* games seriously, there are the three other books in which the characters are recognizable and some dramatic elements are the same.

Changes In Game Play

Using strategy guides used to be considered an admission of defeat—you couldn't cut it. Now it's more of an aid for the time-challenged grownups who want to play games but don't have the time to spend 40 hours on the weekend doing it.

Game play will change as games develop into an intriguing and relaxing place to visit at the end of the day, instead of a one-up competition. It will be as an old cruise line slogan claimed—"Getting there is half the fun."

continued on page [illegible]

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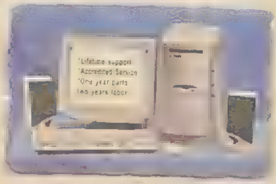

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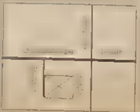

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Millennium II [illegible] WRAM	$ 219
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Diamond Viper, 4MB PCI SGRAM	$ 159
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Expression 3D 4MB SGRAM	[illegible]
Expression 3D 2MB SGRAM	[illegible]

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Asus 3000, AGP 2MB SGRAM	[illegible]
STB Nitro, 3D 4MB EDO RAM	[illegible]
STB Nitro 3D 2MB EDO RAM	[illegible]
S3 Virge, 3D 4MB PCI EDO RAM	[illegible]
Trident 9685, 3D 2MB with TV Ready	[illegible]
Trident 9680, 1MB with MPEG	[illegible]
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•SEAGATE

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Seagate 9.0GB, Ultra Wide SCSI	[illegible]
Seagate 2.1GB, [illegible] ATA	$ 149
Seagate 1.7GB, IDE	$ 129

•QUANTUM

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•IBM

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IBM 8.4GB Ultra ATA	[illegible]
IBM 6.4GB, Ultra ATA	[illegible]
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•WESTERN DIGITAL

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Western Digital 32100 2.1GB EIDE	[illegible]
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•MAXTOR

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Maxtor 6.4GB [illegible]	[illegible]
[illegible] 4.3GB [illegible] ATA	[illegible]
Maxtor 3.2GB Ultra ATA	[illegible]
Maxtor 2.1GB Ultra ATA	[illegible]

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Samsung 1.6GB IDE	[illegible]
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Sony 200SF II 17" .25 1280 x 1024	[illegible]
Sony 200ES 17" .25 1280 x 1024	[illegible]
Sony 155F II 15" .25 1280 x 1024	[illegible]
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•IIYAMA

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DIMM 64MB SDRAM 168pin	$ 185
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•CD ROM DRIVES

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3 Com Office Connect, 16 Port Hub	$ 299
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SMC 16 Port Hub	$ 299
16 Port Hub	$ 119
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•NETWORK CARDS

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SMC 10 / 100 BT	$ 49
PCI Network Card	$ 25
ISA Network Card	$ 19

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Iomega Zip 100MB IDE [illegible]	$ [illegible]
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•BACK UP ACCESSORIES

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[illegible]	$ [illegible]

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Intel AL440LX, ATX	$ 195
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[illegible]C PT-2007 439TX, AT 512K Cache	$ 99
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Tyan 430TX, 512K Cache	$ 139
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430VX, AT 512K Cache	$ 79

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Focus FK - [illegible], with Palm rest	$ 29
Focus [illegible]K - 2100, with Dust Cover, File Holder	$ 29
BTC Natural Motion Ergon	$ 29
Fujitsu 4725, 104 Keys Win95	$ 39
Fujitsu [illegible] 104 Keys Win95	$ 19

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Microsoft Mouse, 2 button PS-2 Serial Combo	$ 29
Logitech Trackman Marble, Trackball (Box)	$ 75
Logitech Trackman Marble, Trackball	$ 41
Logitech Mouseman II, Wireless (Box)	$ 59
Logitech Mouseman Pro, Wireless 3 button	$ 59
Logitech Mouseman, [illegible] Bus 3 button	$ 79
Logitech Mouseman, 2 button PS-2 Serial Combo	$ 39
Logitech Mouse M35, 3-button Serial	$ 19
Logitech Mouse S35 [illegible] PS-2	$ 19
Logitech Mouse, 2-button PS-2 Serial Combo	$ 19
Genius Easy Track	$ 15
Genius Netmouse Serial	$ 17
Serial Mouse	$ [illegible]

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Hewlett Packard Laser 2000	$ 12[illegible]
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ACCESSORIES

Hard Drive Removable Rack [illegible] SCSI	$ [illegible]
Hard Drive Removable Rack [illegible] SCSI [illegible]	$ [illegible]
Hard Drive Removable Rack IDE	$ 19
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- FIC VT-502 437VX Main Board
- 512K Burst Cache
- 16MB EDO RAM 72 pins
- NEC 1 44MB (3.5") Floppy Drive
- Seagate 1 7GB Hard Drive
- Trident 9680, PCI 2MB RAM
- Deluxe Mini Tower Case
- 104 Win95 Keyboard
- Serial Mouse [illegible] Mouse [illegible]
- Toshiba 24X EIDE CD-Rom
- Yamaha 16-bit Sound Card
- 80Watt Computer Speakers [illegible] Microphone
- 33 6K Modem / Fax with Voice
- Microsoft Windows [illegible]
- Multimedia Entertainment CD Titles

Monitor Not Included

[illegible] K6-233 [illegible]	$ 899
[illegible] K6-200 MMX	$ 829
P5 233MHz MMX	$ 959
P5 200MHz MMX	$ 869
P5 166MHz MMX	$ 769

VALUE P-2400

- FIC VT-503 439TX Main Board
- 512K Burst Cache
- 32MB EDO RAM 72 pins
- NEC 1 44MB (3.5") Floppy Drive
- Western Digital 3.2GB Ultra ATA
- 15" SVGA .28 Monitor
- Diamond Stealth 3D 2MB EDO RAM
- Medium Tower Case
- Fujitsu 104 Win95 Keyboard
- Logitech Serial Mouse & Mouse Pad
- Toshiba 24X EIDE CD-Rom
- Yamaha, Wavetable Sound Card
- 200Watt Computer Spk & Microphone
- 33 6K Modem / Fax with Voice
- Microsoft Windows 95
- Multimedia Entertainment CD Titles

AMD K6-233 MMX	$ 1189
AMD K6-200 MMX	$ 1129
P5 233MHz [illegible]	$ 1259
P5 200MHz MMX	$ 1159
P5 166MHz MMX	$ 1059

POWER P-3200

- FIC VT-503 439TX Main Board
- 512K Burst Cache
- 32MB EDO RAM 72 pins
- NEC 1 44MB (3.5") Floppy Drive
- Western Digital 4 3GB Ultra ATA
- 15" SVGA [illegible] Monitor
- Diamond Stealth 3D 2MB EDO RAM
- Medium Tower Case
- Fujitsu 104 Win95 Keyboard
- Logitech Serial Mouse [illegible] Mouse Pad
- Toshiba 24X EIDE CD-Rom
- Yamaha, Wavetable Sound Card
- 200 Watt Computer Spk [illegible] Microphone
- 56K Modem / Fax with Voice
- Microsoft Windows 95
- Multimedia Entertainment CD Titles

[illegible] K6-233 MMX	$ 1279
AMD K6-200 MMX	$ 1209
P5 233MHz MMX	$ 1349
P5 200MHz MMX	$ 1249
P5 166MHz MMX	$ 1149

INTERNET P-4200

- FIC PT-2007 439TX Main Board
- 512K Burst Cache
- 32MB [illegible]
- NEC 1 44MB (3 5") Floppy Drive
- Western Digital 3 2GB [illegible]
- 17" SVGA .28 Monitor
- Diamond Stealth 3D [illegible]
- Medium Tower Case
- Fujitsu 104 Win95 Keyboard
- Logitech Serial Mouse & Mouse Pad
- Toshiba 24X EIDE CD-Rom
- Yamaha, Wavetable Sound Card
- 200 Watt Computer Spk & Microphone
- 56K Modem / Fax with Voice
- Microsoft Windows 95
- Multimedia Entertainment CD Titles

AMD K6-233 MMX	$ 1409
[illegible] K6-200 MMX	$ 1329
P5 233MHz [illegible]	$ 1459
[illegible] MMX	$ 1359
P5 166MHz MMX	$ 1259

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ENTERTAINMENT P-5200

- FIC PT-2007 439TX Main Board
- 512K Burst Cache
- 32MB [illegible]
- NEC 1.44MB (3 5") Floppy Drive
- Western Digital 3.2GB [illegible]
- Panasonic S70 17 [illegible]
- Diamond Stealth 3D [illegible]
- Medium Tower Case
- Fujitsu 104 Win95 Keyboard
- Logitech Serial Mouse [illegible] Mouse Pad
- Toshiba 24X EIDE CD-Rom
- Yamaha, Wavetable Sound Card
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- 56K Modem / Fax with Voice
- Microsoft Windows 95
- Multimedia Entertainment CD Titles

AMD K6-233 MMX	$ 1519
AMD K6-200 MMX	$ 1459
P5 233MHz MMX	$ 1579
P5 200MHz MMX	$ 1489
P5 166MHz MMX	$ 1369

EXPRESS P-6200

- FIC PA-2007 VIA Main Board
- 1MB Burst Cache
- 32MB [illegible] 72 pins
- NEC 1.44MB (3.5") Floppy Drive
- Western Digital 4 3GB Ultra ATA
- Panasonic S70 17 [illegible]
- Matrox Millennium II 4MB WRAM
- Medium Tower Case
- Fujitsu 104 Win95 Keyboard
- Logitech Serial Mouse & Mouse Pad
- Toshiba 24X [illegible]
- Sound Blaster AWE64 [illegible]
- 200 Watt Computer Spk [illegible] Microphone
- [illegible] Modem / Fax with Voice
- M[illegible] Windows 95
- Multimedia Entertainment CD Titles

[illegible] K6-233 MMX	$ 1749
[illegible] K6-200 MMX	$ 1689
P5 233MHz [illegible]	$ 1819
P5 200MHz MMX	$ 1719
P5 166MHz [illegible]	$ 1629

GRAPHIC P-7200

- FIC PA-2007 VIA Main Board
- 1MB Burst Cache
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New Game? Need Help?

continued from page 159

Strategy guides can enhance the enjoyment of the game experience by elaborating upon the background of the story and providing insight into the actions of the characters. Occasionally they develop into more than just guides. *The King's Quest* Companion is a veritable novel of 360 pages, which details the history of Deventry. It claims to be actual communications from this alternate world. The writer, David Spear, must be doing something right—the book, now in its fourth edition, has been around since 1989.

Like hosts on a horror show, the guide for *The 11th Hour* sets the mood by implying that the villain might be real. For those interested in game development, this book includes the rough script for the game, so you can compare it with how the actual game turned out.

Some of these books are literate enough to make for a good read.. Since all the role-playing and fantasy games draw upon our culture's existing cache of myths and legends, is it so strange to read the story and then decide to get into the game? Numerous Hollywood movies have made it into games, and it doesn't seem to diminish the player's enjoyment at all

Riven

Sometimes, games leave players wanting to know more about the story , the characters, why things happened—the before and after of the game. *Myst* spawned three novels:

- ***Myst: The Book of Ti'ana*** is a prequel to *Riven*. It tells of the destruction of D'ni in the time of Gehn's parents—yes, he did have parents.
- ***Myst: The Book of Atrus*** comes closest to the game story of *Riven*. It starts out with Atrus as a youth and tells how the enmity between father and son developed. It predates the *Myst* game.
- ***Myst: The Book of D'ni*** continues the saga after the ending of *Riven* .

Books In Game Boxes

Some games come with extensive manuals that are just short of guides in offering hints. *Magic The Gathering* is complex enough to require a how-to-do-it manual—especially for those who have not played the game before. Good as this is, the strategy guide provides much more.

Beth Moursund wrote both the manual and the guide. Her credentials are impeccable. Besides playing and writing *Magic*, she also judges at the worldwide *Magic* tournaments. The book goes into the strategy for dueling, and deck construction, how to negotiate the adventure, teaching you the rules and how to exploit them. If you have never played *Magic*, just reading the guide is enough to entice you into playing the game.

Other game producers include books with their game—at cost greater than the disk itself, because they feel that the game warrants it, or that it will enhance the game. *Where In The World Is Carmen Sandiego* contains the latest *World Almanac* And *Book Of Facts* (a clear savings of $10.00 if you were to purchase it separately). For children who have never opened the almanac, this is a fine introduction to a gold mine and a great book to take on camping trips. The similar game for the US contains a more modest almanac for the states which can be mined for occasional nuggets such as the fact that Joe DiMaggio of the NY Yankees was a native Californian—born in Martinez.

> ***Strategy guides can enhance the enjoyment of the game experience by elaborating upon the background of the story and providing insight into the actions of the characters.***

Other Sources—Magazines And Web Sites

If you would rather have your hints in the 2000-word range instead of a book, you might try a game magazine such as *PC Gamer*. It doesn't work if you want the hints when you want them, instead of waiting for them to appear in the magazine. However, they do give strategy play for the newest and most popular games in a timely, if not immediate, fashion. The magazine offers reviews on practically every game issued, and the version of the magazine that comes with a disk includes game demos.

Of course you could look up the game's Web site for hints and tips. You generally have to know the game's producer. *Titanic—Adventure Out Of Time*, for example, is on *http://www.cyberflix.com* and will give you a walkthrough and historical information; for *Obsidian* you would have to go to *http://www.rocketsci.com* and follow the links to a Web page with FAQs about the game. *Riven*, on the other hand, is simply *http://www1.riven.com*. No tips there, but you are given a 900 number to call: 1-900-773-3672

Finding Strategy Guides

Game developers rarely publish their own strategy guides. Some feel that after the customer's paid $40-50 for the game, it might seem greedy for the company to charge an extra $20 for tips and solutions. Anyway, the licensing fee for the use of the "Official" label generally brings in revenues without the bother of getting the book and game out simultaneously.

Getting these books out is a Herculean task—even more so for the "Unofficial" ones, since they have the same deadline as the game but without the advantage of insider information. As a result unofficial guides focus more on giving you solutions rather than providing you with the literary ambiance.

Finding the book alongside the game seems to be the current marketing strategy, but more likely you will find them on separate shelves in stores like Electronics Boutique and Babbage's. Since these books are produced by book publishers, I find that bookstores are more skilled at getting them.

Conclusion

Strategy guides will evolve with the needs and desires of the game-playing audience. Some focus groups or feedback might be useful. I have found that simple hints like "There is nothing more to be found here," "There is more to be found here," and "There is more to be found here, but not at this time," would go a long way to lessening frustrations and expediting game play. And finally, you can always ask a friend who has already played it.

continued on page 252

Online Guide

INTERNET • BY JOHN [illegible] QUARTERMAN

Is The Internet A Commons?

First Of Two Parts

First the Internet was a research curiosity; then it was an academic haven; then it was discovered by artists and trendy people, then by companies. Then it was reviled by the press; then it was popular with the general public; then it was going to crash; then it was reviled by the press some more and attacked by the US government; then it survived anyway. Now many people want to regulate it, either by pricing or laws or both, applying to traffic or content or both.

Why do people want to regulate it? Because, many say, it's a commons, and if use of it is not regulated, access will be inequitable, and those who do have access will destroy it by overuse, like cows overgrazing [illegible] field of grass. This opinion has appeared in print in very respectable places, for example recently [illegible] an article in *Science* ("Social Dilemmas and Internet Congestion," by Bernard Huberman and Rajan M Lukose (*Science*, 277:535-537, 25 July 1997)). I have already commented [illegible] that article in some detail in "This Is Science?" [*http://www mids org/mn/708/science html* (*Matrix News 708*)] Here I [illegible] not concerned with the specific mathematical model of Internet traffic proposed in that *Science* article, but rather with a [illegible] general question

The "field of grass" scenario [illegible] invented by Garett Hardin in 1968, and first appeared [illegible] print in his article "The Tragedy of the Commons," also published in *Science* [*Science*, 162 1243-1248, 13 December 1968 (*http //rainc. com/swtaboo/stalkers/gh_tragc html*)] Is "the tragedy of the commons" any more applicable than any of the other fads or phases of perception that people have tried to paste to the Internet?

> **Why do people want to regulate the Internet? Because, many say, it's a commons, and if use of it is [illegible] regulated, [illegible] will be inequitable, and those who do have access will destroy is by overuse, [illegible] cows overgrazing a [illegible] [illegible] grass. This opinion has appeared in print in very respectable places.**

Mouths, Hands, And Trees

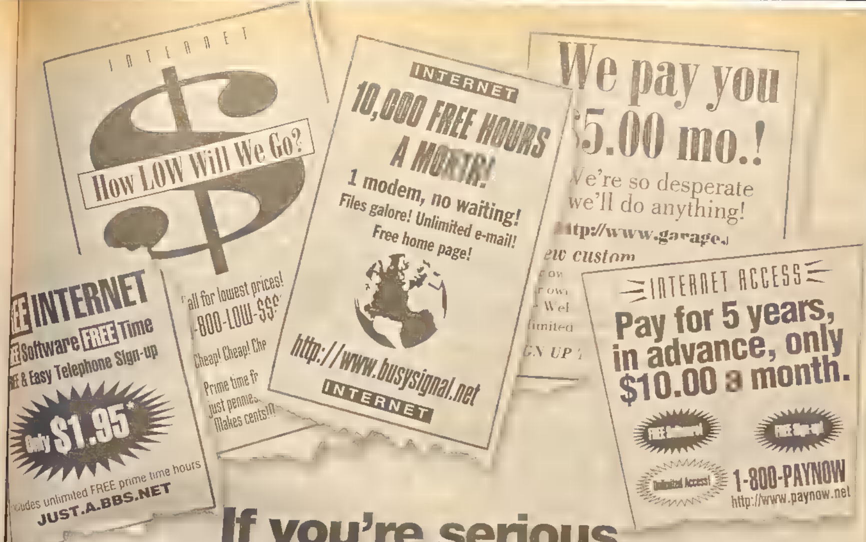
Hardin did not invent his basic argument, as he was well aware To understand it, it is convenient to start a few centuries back:

Every [illegible] human comes with a pair of hands with which to produce more food and goods This view was popularized by Adam Smith (1723-1790), a founder of capitalist economic thought, especially in his book, *The Wealth of Nations*, 1776. There [illegible] evidence for that view considering that large sections of the world such as southeast Asia have pulled themselves out of poverty to reach affluence rivaling America and Western Europe in the span of one or two generations.

Every new human comes with a mouth that has to be fed. This point was emphasized by Thomas Malthus (1766-1834). Growth and crash in populations of deer, rabbits, etc were long known. In the absence of adequate predators animal populations often breed until there is not enough food to support them, after which they starve and die Malthus was one of the first to elaborate [illegible] the consequences of similar scenarios in the human arena. He more or less invented the concepts of unemployment and diminishing marginal productivity, and he emphasized overpopulation. By such considerations he was the founder of modern economics, and his points gave it the name "the dismal science."

There [illegible] evidence for this view, considering that the majority of the human species does not have enough to eat, and those who do always want more; more of something else if not of food

Malthus pointed out that technological progress could improve agricultural productivity in the short term but he thought that would only put off the final catastrophe the



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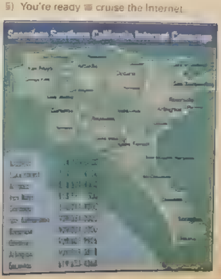

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Internet *continued*

Malthusian crisis, when population overran resources and produc ty and widespread famine, war, and death resulted Subsistence w the best possible outcome, thought Malthus Dismal, indeed

You can easily argue that 300 years later it hasn't happened yet b because technical progress has been far more consistent than Malth imagined, and because the increasing wealth technology produc leads to decreased population growth, so maybe Malthus was wron Or maybe he just got the time scale wrong, and it's starting now.

Southeast Asia burns as I write this. The smoke is literally so th that [redacted] least one airliner has crashed because it couldn't navig Traditional slash-and-burn agriculture has been adopted by agribu ness in those parts, and when the monsoons didn't come on ti there was hell to pay. That wasn't exactly the mechanism Malthus pr dicted, but maybe he was right, considering the floods in th Philippines a few years ago because they had cut down the forests the fires and mudslides in California because of overbuilding an overcutting, or the wars in the Middle East, and the genocide in Bos and Rwanda, not to mention the riots in Los Angeles "That fam horseman, Death," as Odysseus called him, is abroad in the world Odysseus was not wholly fictional, he lived in one of the last gener tions before the Greek Dark Age of about 1100 to 900 B C, which ma scholars believe was a Malthusian crisis, brought on by overcutti and overgrazing

It's easy to carry the economic, environmental, and political arg ments over into the religious arena:

"And I looked, and behold [redacted] pale horse, and his name that sa him was Death, and Hell followed with him And power was g unto them over the fourth part of the earth, to kill with sword a with hunger, and with death, and with the beasts of the earth"

That passage from *Revelations* 6:8 seems to describe exactly w we are talking about, because after all, if Malthus and Hardin w right, what we are talking about is the impending end of the worl we know it The emotional baggage associated with the tragedy of commons is thus large.

But the fate of the world is [redacted] the subject of this column I par all these specters in front of you in order [redacted] point out that they ar what we're talking about right now

We're talking about the Internet. It is not a human being, a biolog system, nor a natural resource It is [redacted] communication mechanism Le dispense with the emotion-laden gloom-and-doom scenarios for th moment and look more closely [redacted] the specific tragedy of the commo scenario, and then see if it fits this artifact we [redacted] all constructing

The Tragedy [redacted] The Commons

As we saw, Hardin was far from the first to contemplate mass pove and death because of overpopulation. So what [redacted] unique in Gar Hardin's analysis? As near as I can tell, his insistence that there i technical fix and his readily comprehensible example of the com mons Let's look at those specific aspects

[redacted] typical village would have a commons such as Boston Comm the old days they weren't parks reserved for recreation They were gr ing pastures for cows and other livestock This is fine as long as each lager has about as many cows as any [redacted] villager and the total n ber of cattle is small enough that there is enough grass for all of th

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But a prosperous villager tends to have more cows, which eat more grass and beget more cows. More cows graze the grass faster. Everyone's cows suffer because they do not have enough food to eat. A villager with only one underfed cow doesn't have enough milk for the children. Meanwhile, the rich villager will perhaps not be able to sell enough milk or beef, but he and his family personally will probably not suffer. If anything, diminishing grass gives them incentive to raise *more* cows so they can continue to get as much milk and beef out of them as they used to get out of fewer cows.

Eventually, there isn't enough grass to regrow or reproduce itself in the face of all those cows munching on it. The available grass suddenly shrinks drastically. Cows start dying. People start dying. Poor people suffer most. The rich survive if anyone does. It's not necessary that anyone does.

Archaeologists have documented evidence of trees, grass, and animal and human populations in the back country of Algeria. Maybe the inhabitants called it the Sahara Forest. We call it the Sahara Desert, and it was very likely people who changed it from one to the other several thousand years ago. People and their hungry cows, camels, and goats, just as they continue to nibble away at the edges of the Sahel, turning more of it into Sahara day by day.

In a traditional slash-and-burn agrarian economy, or a medieval western village's common economy, overburning or overgrazing simply caused the inhabitants to pick up and move. But there is no new Indonesia, no new Malaysia; burning those up will leave a lot of people in a bad way.

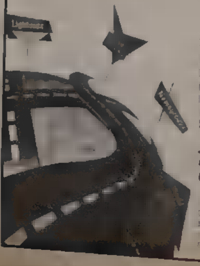
Hardin says there is no technical solution. Better fertilizers may put off the problem for a while, but eventually the source of the fertilizer is exhausted, or the number of cows simply increases beyond the carrying capacity of even the fertilized grass. Then there is a population crash.

Malthus might have been wrong in his time, but the basic idea of a population crash may still be correct. Malthus indeed didn't foresee the pace and sustained level of technical innovation, but technology has only let population increase to a point where numerous resources from food to petroleum to the air itself are being strained beyond carrying capacity.

That is the tragedy of the commons, its application to the modern world, and how it differs from its historical predecessor. Once again, whether it is correct or not is not the subject of this column.

National Security In A Nuclear World

Ironically enough, Garett Hardin's original paper was prompted by national security in a nuclear world. Ironically because that was also the impetus for the ARPANET, which was the predecessor of the Internet. Many of the original researchers will adamantly assert that this was not *their* impetus; they were involved in



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basic research. And of course they are right, yet defense was the reason the US Navy and Congress provided the funds.

In other words, in some sense the Internet is exactly the sort of technical solution that Garett Hardin said was not possible to a technical problem. Yet he may well be right, as far as the specific original problem. The immediate threat of nuclear war was abated by non-technical means: differential economic progress of the opponents; observation of that progress by the participants, and political efforts of players as diverse as presidents and popes.

Computer networks did play some small role, in that they were one window from the Second World onto the First World. It was little-known in the West at the time that USENET extended well into the Soviet Union from its earliest days. The ARPANET also had extensions to the East that probably were not approved by the Pentagon. Thus selected researchers in the Soviet Union and its satellites were quite familiar with both Western networking technology and with much of the nontechnical information that was carried over computer networks.

In more immediate terms, it is well-known that RELCOM, an early Russian computer network, was instrumental in getting information in and out of Moscow during the attempted coup against Gorbachev in August 1991, even though RELCOM only had an electronic mail connection to the West at the time. In the East, USENET (mostly carried over the Internet by that time) was instrumental in distributing information about the Tienanmen Square massacre of June 4 1989 in China, and in organizing demonstrations in foreign countries against it. People faxed out reports that were typed in, posted on USENET, and thus immediately distributed worldwide. Nowadays, the Soviet Union is no more. Even though China is still nominally Communist, both it and the ex-USSR states are among the fastest growing in Internet hosts.

No one would be foolish enough to say the Internet ended the Cold War and thus improved national security in a nuclear world, yet it did have a role in that historical process.

Next Month: Does The Internet Fit The Commons Model? ■

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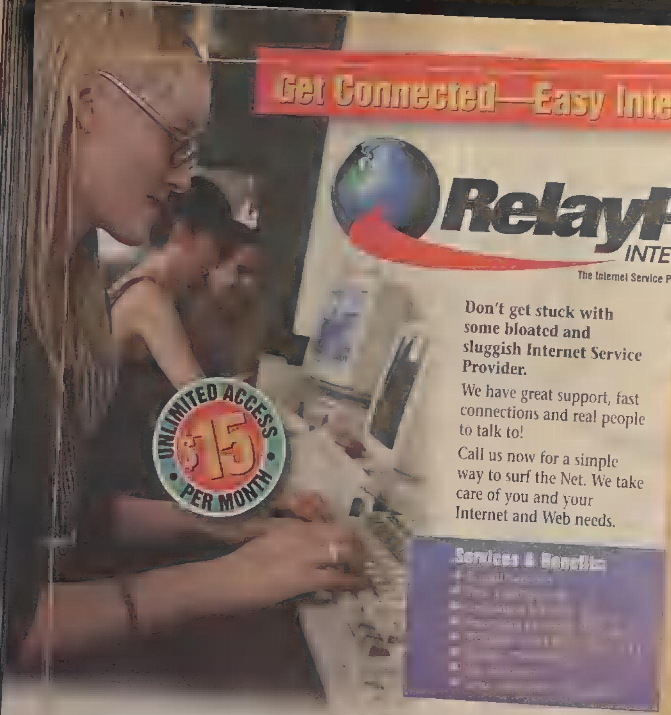

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BY TOM GELLER

The Onsale/eBay Incident

Spam, Or "Targeted Mass Email"?

On Halloween morning, 1997, users of the online auction house eBay Inc. (*http://www.ebay.com*) got an unexpected trick: unsolicited bulk email from competitor Onsale Inc (*http://www.onsale.com*). According to Onsale founder and CEO Jerry Kaplan, the mass mailing wasn't spam. After all, eBay users are interested in online auctions, right? So, he says, the mass mailing—which involved about 25,000 recipients—is just "targeted email."

His comments raise some interesting issues, among them: What place does commercial email have [illegible] the Internet? What duties do Webmasters have to ensure member anonymity? What are acceptable business practices in the electronic milieu?

And most salient: What criteria divide targeted email from spam?

The Devil In The Details

First, the facts.

According to eBay founder and CEO Pierre Omidyar, eBay thrives because of [illegible] community, and a big part of keeping communication channels open among members is email. As [illegible] result, the service has encouraged users to identify themselves by their email addresses, which are visible to all who visit.

A few weeks before the mass mailing, Onsale sent a test email to 500 eBay members, advertising the upcoming arrival of [illegible] Onsale Exchange service. This service, which helps members sell items to one another informally, was positioned to directly compete with eBay's member-centered sales. (Other than Onsale Exchange, all areas of Onsale require sellers to provide certification that shows they are recognized manufacturers or commercial resellers.) That test mailing, according to Kaplan, generated no negative responses.

So Onsale went ahead with plans to include all eBay members in its thrice-weekly member email, which usually goes out to about 225,000 people who have either given their email addresses to Onsale [illegible] done business with the service. Says Kaplan, "We had no indication that this was a particularly unwelcome practice. I asked my people what were the results of [the test mailing]. Did we get any messages back from people asking 'Why are you sending this to me?', or, 'Where did you get my name?' And they gave me a count of *zero*. We just looked [illegible] each other like, boy — there's not [illegible] [illegible] question as to whether this is appropriate."

Onsale CEO Jerry Kaplan: "Spam is a very inflammatory and hostile word. It leads to people getting very upset. I've had messages sent to me likening what we did to the Unabomber. And I think this is wildly out of proportion and is a testament to the inflammatory tone the eBay folks took in their public pronouncements."

Onsale then used a Web-crawling "robot" to trawl for email addresses [illegible] eBay's 300,000-plus-member site. Because [illegible] of those members don't currently have postings on the site, eBay's Omidyar estimates that such a robot could be expected to pull over 100,000 email addresses from eBay.

However, eBay's engineers noticed a significant drain on system resources; when they went looking for the problem, they found Onsale's robot. Omidyar is quick to point out that he had [illegible] philosophical problem with the robot itself. "Robots serve [illegible] good purpose in that they're used by search engines [illegible] index your site. The problem is that there [illegible] certain standards on how a robot should act in terms of how many requests per second it should do, [illegible] what time of day and that sort of thing. And when you have a poorly written robot, it'll degrade the [illegible]tem. And that's what was happening in this case; that's how we noticed it. Otherwise, we never would have known there was a robot." (Kaplan claims that Onsale "configured [the robot] so that there was no practical way it could have any effect on their site.")

eBay sent Onsale representative Jeffery Skoll an email, asking him to stop the robot, which he did. eBay didn't ask why Onsale had [illegible] [illegible] robot to its site, and thought [illegible] more of the incident.

Likewise, Onsale's Kaplan [illegible] no reason not to [illegible] names the robot had already collected. He said, "We looked at the eBay site very closely to see if there [illegible] anything suggesting that we should not use those names. And we found nothing." (Omidyar notes that [illegible] "All Rights Reserved" notice appears on every page, and that the Disclaimer section at *http://cayman.ebay2.com/aw/rules* states, "By using the service, you agree ...to refrain from 'spamming' (sending unsolicited commercial email to other users).")

So on the night of October 30, [illegible] mailing went out to 250,000 people, 10% of them with addresses culled from eBay. The letter was signed Evelyn Roth (*eroth@onsale.com*), and the return address was *onsale@onsale com* Both addresses are real, according to Kaplan, and Onsale never planned to use the eBay-derived mailing list again

Hitting The Fan

eBay's response was swift. On October 31—the day Onsale's mass mailing hit most members' mailboxes—the company posted an announcement by founder/CEO Omidyar that said.

"Today, many of you received a spam for the first time from a well-known, publicly traded company...I am disappointed that a company with such high standing would stoop to such a low level, and I hope you will join me in expressing that disappointment. While eBay has always emphasized treating our individual users with respect, other companies seem to believe you are just a mass of people with wallets in your back pockets that can be lured in by these tactics. I personally have always found such behavior insulting."

eBay then set up an email address—*spam@ebay com*—to which members could voice their complaints. In addition to sending a flood of messages to that address, according to Omidyar, many members expressed outrage through eBay's bulletin boards "[We] received thousands of complaints through the support boards and the [*eBay.com*] Cafe bulletin boards. We do actually have reports from some users who have said, "I haven't used eBay in months, and I only ever used this email address on eBay, and I got this spam from Onsale."

On November 5, a few days after the mass mailing, eBay posted a notice to its members that said the company was considering a change in its system, pending member feedback, to allow only registered users to access other members' email addresses—and then, only one at a time, on request. It also released a one-page press announcement titled "Internet Community Outraged by E-mail Assault" that named Onsale as the culprit and repeated the assertion that the mailing was "unwanted spam."

That got Kaplan's goat

"I was disappointed to see that eBay chose, rather than contact us to discuss the issue, to put out an inflammatory press release, basically calling us names I don't think that's appropriate," the Onsale CEO says. "They referred to [the mailing] as 'unwanted spam.' They implied that we had stolen something that belonged to them. [Then there's the] sermon about how a public company 'could stoop to such levels' I mean, come on now Do you see a lot of press releases that companies put out simply for the sole purpose of damaging the reputation of their competitors? I think that's highly unusual."

Kaplan

Omidyar

On the night of October 30, a mailing went out from Onsale to 250,000 people, 10% of them with addresses culled from eBay.

Indeed, Onsale saw the press release as more than just "unusual". Kaplan called it "possibly libelous," and said that his company was considering legal action "To characterize something as spam that at least arguably doesn't meet those common criteria spam is a very inflammatory and hostile word," Kaplan says "It leads to people getting very upset. It's led to threats of violence against me personally and against my fiancée. It's like yelling fire in a crowded theater .. The problem is, at this point sorting out the difference between people who having had eBay call us a villain, are simply responding to that accusation, as opposed to having received our email "

"I've had messages sent to me likening what we did to the Unabomber And I think this is wildly out of proportion and is a testament to the inflammatory tone the eBay folks took in their public pronouncements "

So What Is Spam?

The crux of the argument between Onsale and eBay is this Was Onsale's mass mailing spam, or just a healthy, competitive, targeted mailing?

Glenn Fleishman is the founding editor-in-chief of NetBITS (*http://www.netbits net*), a weekly electronic publication about how things work on the Internet, and was former catalog manager for online bookstore giant Amazon com (*http://www.amazon.com*) His position is unequivocal Onsale's mailing was spam.

To determine whether a mailing is spam, he says, "I like to use the same test that's used in the business world and, in fact, that the fax law provides. That is, if there's no prior business relationship between the company sending the mail and the person receiving it, it's spam It's a pretty broad definition, but I don't know how you define it any more finely than that without granting specific exceptions "

The fax law to which he refers is the Telephone Consumer Protection Act of 1991 47 USC 227, which amended the Communications Act of 1934 This act made it illegal to send unsolicited faxes to people with whom you have no prior relationship. It was founded on the fact that the recipients of faxes pay part of their cost (in paper and temporary loss of incoming fax capability, for example); that law set forth penalties of up to $500 per incident. The most popular anti-spam law now being proposed (Netizens Protection Act of 1997, Smith, HR 1748 IH) amends this law further to include email

But Kaplan doesn't see it that way According to him, "There are three factors that characterize spam. One of them is indiscriminate mass

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The Onsale/eBay Incident *continued.*

distribution. Second, which is related, is lack of reasonable expectation on the sender's part that the recipient would be interested in the content. The third is usually some attempt to obscure the source of the message. . The essence of spam is irrelevancy. Any other definitions that I've seen are widely accepted practices on the Net. For example: any unwanted email. Well, I get lots of unwanted email; I'm sure you do every day. But if somebody sends you an announcement [of something directly relevant to your profession], presumably you don't call that spam. It's a targeted mailing to an interest group, where there's a reasonable expectation on the sender's part that the receiver would be interested in the content.

"One of the things that frankly irritates me about the whole situation is that in that same week, I received unsolicited messages from *The Silicon Valley Reporter*, CNET, Excite, I believe Amazon and ZDNet. So, for the most part, these organizations are engaging in similar practices. And I didn't get upset at any of the mail; I thought it was reasonably targeted. They had some basis for thinking that [the mail] would be of interest to me. And that's fine."

> **eBay CEO Pierre Omidyar:** "I think Kaplan is quibbling about the definition of spam. In other words: Is a targeted, unsolicited email spam? I think if you surveyed most Internet users, they'd say, 'Gee, well, if it's unsolicited, it's spam.' Even if the senders know that I'm bald, and I need a balding cure."

Again, Fleishman disagrees that targeting differentiates bulk email from spam. "If a spam falls in the forest, and nobody's there to measure it... how do I know whether they sent a million messages? Why should I care? If Jerry Kaplan himself had gone to my personal Web site and said, 'Hey, this guy's really interested in technology, he's got a page devoted to every computer he's ever owned. I'd bet he'd like to buy from Onsale,' and he personally wrote me a note as CEO of Onsale and sent it to me, that would still be spam . because he didn't have a prior relationship with me."

Or, as eBay's Omidyar puts it, "I think [Kaplan] is quibbling about the definition of spam. In other words: Is a targeted, unsolicited email spam? I think if you surveyed most

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Internet users, they'd say, 'Gee, well, if it's unsolicited, it's spam.' Even if [the senders] know that I'm bald, and I need a balding cure."

Philosophy, The Law, And Good Business

On one point, everyone involved agrees: Onsale's mass mailing was legal.

Neal J. Friedman is an attorney specializing in Internet law with the Washington, D.C. firm Pepper & Corazzini (*http://www.commlaw.com*). By and large, he agrees with Kaplan's position that address spoofing and untargeted content define spamming. But as for the law, he states that "There's no legal definition [of spam] that I'm aware of at this point."

But while the mailing itself was legal, the collection of email addresses is a bit more problematic.

On one hand, both Friedman and Fleishman pointed to the case of *Feist Publications, Inc. v. Rural Tel. Service Co.*, (499 U.S. 340, 1991) as a way of showing that the email addresses were not copyrightable. In this case, Feist extracted listings from Rural's published phone books in order to publish its own directory. Rural sued for copyright infringement, and lost. On another note, Onsale could be liable for "Trespass to chattel," because Onsale's robot allegedly degraded eBay's server. Internet Service Provider EarthLink (*http://www.earthlink.net*) successfully used this argument to keep spammers from sending bulk email to its members.

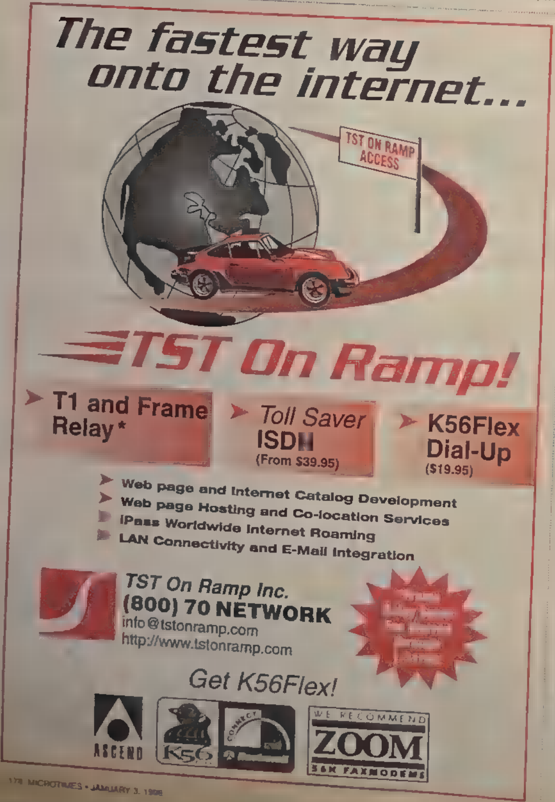
On the other hand, Fleishman argues that the email addresses appearing on eBay are copyrightable as a collection, as they were gathered "by the sweat of one's brow... with significant originality and hard work to get that information." Friedman calls this position "interesting," and points to a case in which the compiler of phone directories on CD-ROM ProCD Inc. (*http://www.procd.com*) sued Silken Mountain Web Services, Inc. for copying its extensive databases. It lost at first, but won the case on appeal (U.S. Court of Appeals, Seventh Circuit, 96-1139).

And eBay made no effort to hide members' email addresses. As Kaplan says, "If they're putting the addresses up there, presumably that's so that people can write to them about matters of interest. I think [eBay] just hadn't conceived of the fact that somebody might write to [their members] about a competitive service."

And if a competitive service were to troll Onsale's site for member's email addresses? "Well, they wouldn't get them," he says. "We hide our members' email addresses; that's one of Onsale's advantages." Or, as Fleishman put it, "[eBay's] crazy for not hiding their email addresses!"

In any case, it's not the legal issues that offend eBay's Omidyar. Rather, "It's a question of respect of our user community. The individual should be free to use Usenet or to use any Web site... with the full expectation that their privacy will be respected. My posting my email address does not give the world permission to send me spam. I'm shocked to hear that attitude."

Long-time eBay user, and author of a book about the service, Robb Sequin, agrees. He's a self-employed dealer of collectibles who says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The Onsale/eBay Incident *continued*

ports himself full-time through his activities on eBay, and he says he dislikes such email "harvesting"—and points out that Onsale isn't alone in collecting names from eBay.

"I regularly get email from eBay competitors. Like, once a week if not two or three times a week. I've sent some of them a few letters, because I get sick of getting that stuff and I say, 'Find another way to market your site, because I'm certainly not going to go.' Because I'm not a big fan of spam. What's more offensive to me is, how did they get my name? eBay has been talking about these robots that have been going through and taking out email addresses and things like that, and I kind of resent that.

"I've actually bookmarked other auctions, and I've basically found these other auctions by getting junk mail from them. I'll check back every once in a while, but I'm kind of cynical about it. If they have to steal my name off of eBay to get my attention, I don't rush right over there. Is mass email effective? It's effective like arm twisting is effective. You kind of say, 'Yeah, I'll go and look at it, but I won't go happily.'"

Mass Mailing Into The Future

So was the Onsale mailing a success?

It's hard to tell. On the one hand, a November [illegible] press release from the company trumpeted an "overwhelming response" to Onsale Exchange's first weekend; more than 3,000 classified listings appeared in the four days after the October 31 launch, and Kaplan says he believes that the mailing to eBay members helped make the launch a success.

On the other hand, the company's stock dropped steadily in the days following eBay's press release, falling from 28-1/8 on November 5 to 16-5/8 on November 24.

In conversation, both Omidyar and Kaplan seem philosophic about the incident. Kaplan says the mailing was a one-time event; legal action on either side seems unlikely, and both men are eager to get on with the business of doing business.

But the implications for Internet commerce loom large. Historically, the Internet has changed in response to a series of events, each of which seemed like an incursion [illegible] the decency of its users. And in each case, the Net morphed into something new.

In 1985, Gene Spafford surmised that newsgroups would die within a year from increased noise, transmission problems and costs. But the Internet adapted and moved on. The public discovered it, increasing the number of hosts tenfold between 1991 and 1994; the Net adapted to the increased traffic and moved on. America Online introduced email to its 200,000 members in 1992, then added newsgroup access in 1994 when its membership had grown to nearly a million; the Internet shuddered, shrugged and moved on.

More recently, we've seen the growth of commercial use of the Internet, an occurrence that would have outraged users five years ago. Then, the network was supported by public money and populated almost exclusively by government workers [illegible] college goers; now, commerce is woven into every strand of the Net. And what we allow [illegible] reasonable business practices over the next few years will determine the shape of that market—and the shape of all our online interactions. ■

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BY KEVIN M. SAVETZ

High-Speed Internet Access

Today's Reality, Or Still A Dream?

They don't call it the World Wide Watt for nothing.

Accessing the Internet can be dreadfully slow. Painfully slow. Glacial. Visiting [illegible] graphics-heavy Web site after work or on the weekend can try the patience of even the most tolerant person. And if you've ever downloaded [illegible] really big file—say, the latest version of Netscape Communicator or [illegible] sound file—you know that patience truly is a virtue to [illegible] Internet user.

The bottleneck is sitting right there on your desk: your modem. As [illegible] sucks down bits from the Internet and blinks its little lights at you, your modem is the last leg of the journey—and the slowest—that the information must take on its way from the world to your computer screen. 28,800 bits per second is great for email, reading newsgroups and even a little Web surfing, but not enough for the multimedia Web sites that are all too common on the Net.

FAST, CHEAP INTERNET ACCESS SEEMS TO BE JUST ON THE HORIZON. IS IT REALLY THERE OR IS IT A MIRAGE?

Even users who have invested in one of the newer modems that receive data at 33,600 or even 56,000 bits per second ask the question aloud: "When will we get some real speed?"

There are several answers for faster Internet access, but [illegible] far these [illegible] best suited for small businesses. ISDN—Integrated Services Digital Network—delivers information at up to 128,000 bits per second—nearly five times [illegible] speed of that lagging 28.8Kbps modem—but [illegible] infamous for the difficulty [illegible] getting [illegible] [illegible] work. (Depending on where you [illegible] located, ISDN can also be expensive—from around [illegible] to several hundred dollars a month for even casual use, not [illegible] mention an investment of several hundred more for hardware necessary to use it.)

While we lag around on the Web at a snail's pace (well, maybe at the pace of a speedy snail), we hear stories—of a friend of a friend who has home Internet access ten times faster than ours. Or we read a newspaper story about how high-speed access is being tested in some far-away city.

Fast, cheap Internet access seems to be just on the horizon. Is it really there or is it a mirage?

What About Cable?

The technology that's getting the majority of the attention is cable Internet access. If you have cable television, you're already receiving hundreds of thousands of megabits of data every second in television signals. Wouldn't it be nice to harness some of that bandwidth to access the Internet? Although most cable companies aren't quite ready to provide Internet access, the technology is there. Depending on the equipment you use, you will be able to hook [illegible] cable modem to your computer, or directly to your television set so you can surf the Web using a special remote control.

For about 27,000 US households, cable Internet access is a reality today. There are four major providers of cable Internet access, and several smaller players, serving a smattering of locales. Chances that your area is covered today [illegible] not good. Industry execs expect that within three years, Internet access via cable will be an option for 30 million American households—a hefty number, but a far cry from the 67 million who subscribe [illegible] cable television today.

In order to offer Internet access [illegible] the same wire that your television signals travel on, your cable company allocates part of its bandwidth, enough to carry [illegible] TV channel or two, to Internet traffic. The cable company broadcasts incoming Internet packets to everyone, but unlike a TV signal, which can be seen by anyone who is tuned to that channel, each Internet packet has an address which ensures that only its intended recipient will see it.

Cable modems cost around $300. It is probable that when your cable company offers Internet access, it will rent the modem to you—or even loan it to you for free. The cost of Internet service is up to the cable company—today, prices range from $35 to $80 for all-you-want access, with $49.95 being about average. The access is fast and the connection is always up—you don't have [illegible] wait for a modem to dial, nor will you hear a busy signal.

Cable modems [illegible] theoretically deliver data at up to 350 times the speed of a 28.8Kbps modem, but you won't have all that speed to yourself. Cable access is a shared resource. Subscribers share the bandwidth with the cable customers on several nearby blocks. If every cable customer logs in to the Net at once (not likely) your access speed will slow down. On the other hand, if you're the only one online (also not likely) you get the bandwidth to yourself.

Sending data over cable isn't as easy as receiving it. Due [illegible] technical limitations most cable Internet services don't let you send data via cable. So hybrid systems, in which incoming data comes via cable but outgoing data travels on your phone line with [illegible] traditional modem, are most common. For Web browsing and downloading, this situation works nicely, since you're receiving a lot of information and sending very little. If you want to send gobs of data quickly—for instance, by setting up a Web server in your home or using videoconferencing to talk to grandma—this setup won't provide enough outgoing bandwidth.

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High-Speed Internet Access *continued*

DSL

DSL, Digital Subscriber Line, is an another emerging technology for high-speed access. For receiving data, DSL is 52–139 times faster than a 28.8Kbps modem. Like cable, it is much slower when sending data at 2–17 times the speed of a modem.

Unfortunately, DSL is available in even fewer cities than cable Internet access. In addition, the hardware necessary to use it is expensive—equipment costs $450–$700. Although it uses the phone lines that are already in your house, it is still difficult to set up and costly. DSL has promise, but it is only ready for prime time for a handful of users.

Pacific Bell has made its DSL service—dubbed FasTrak DSL—available in a smattering of locales: the Peninsula, South Bay and East Bay. The service costs $125 to install and $80 to $250 per month for unlimited use, depending on maximum speed and whether it is for residential or business use. If you can afford the toll, you won't be complaining about the service's speed: 1.5 megabits per second, more than 5 times faster than an ISDN line.

"Wireless Cable"

"Wireless cable" is another option in a smattering of metropolitan areas. These services offer Internet access (as well as television channels) that are received with a dish or other antenna rather than via a wire linking your house to the cable company. Wireless cable is a reality today—at least in the few cities that are lucky enough to have it. Several systems for wireless access are being tested, including new frequencies and delivery via low-power television.

Satellite delivery of Internet data is another option—DirecPC (*www.direcpc.com*) pumps Internet traffic into space and bounces it back onto your computer at 400Kbps, but you'll need a small satellite dish, about $300, to get started. Sending data to the Internet occurs over a relatively slow 28.8Kbps modem. Unlike cable Internet access (and even modem access), satellite time is expensive, so DirecPC does not provide all-you-can-eat access: users are charged by the amount of information that they download. DirecPC only works with Windows computers—Macintosh users and users of other computer systems are out of luck.

Making Do And Planning For The Future

Is there high-speed Internet access in your future? Almost definitely. But unless you're one of the lucky few serviced by a wireless or traditional cable company on the cutting edge, probably not for a few months or even longer.

For the first few months it is available, it may be priced just out of the range that casual Internet surfers will find acceptable. Moderate users, businesses and power users will certainly plunk down $40 or even $60 a month for lightning-fast access, but its unlikely that the average weekend Web surfer will see a value at those prices.

You can't live at 28.8Kbps forever—and no one is asking you to. If you can't wait for your local phone or cable companies to speed things along, satellite access is available to just about anyone. Otherwise, you'll have to keep your eye on the horizon for the high-speed bandwagon, and be ready to jump aboard. ■

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EAD Systems *http://www ead com* Providing monitor repair service [illegible] California and Massachusetts [Exp #176]

FileMaker Pro Shopping Carts On The Web *http://www blueworld.com/lmpro/carts/* The online directory of e-commerce Web sites using FileMaker Pro 3 0 and 4 0 Users [illegible] submit and search listings that showcase their online cyberstores [Exp #176]

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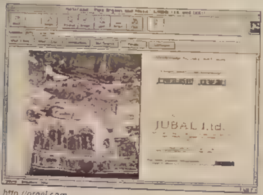
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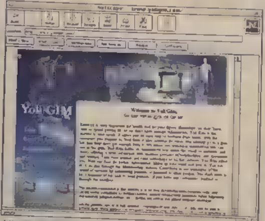
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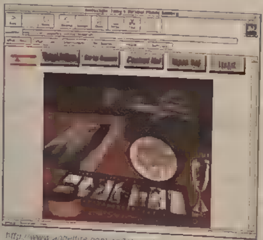
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13.3" TFT MegaCD-Note [illegible] Intel Mobile 430TX [illegible]

- **[illegible] Pentium® Processor w. MMX™ Technology**
- **13.3" TFT XGA 1024x768 Active Display**
- 32MB EDO RAM & 256K L2 Cache / **430TX** Chipset
- 20X CD-ROM & 3.5" Floppy Drive
- PCI Windows Graphics Accelerator (2MB VRAM)
- Wavetable Stereo 3D Sound, 2 Spkrs, & Microphone
- Parallel, Serial, Infrared, ZoomVideo, & **USB** Ports
- Type I / II / III PCMCIA & CardBus Slot
- Smart **Lithium Ion** Battery & Carrying Case
- EZ [illegible] Pointing Device, MS Windows® 95
- Webster's® Encyclopedia [illegible]
- Lotus SmartSuite CD
- One Year Parts & Labor Warranty on Notebooks

13.3" XGA

[illegible]

200MHz 32MB RAM / 2.1GB DRIVE

$2595

200MHz 32MB RAM / 3.2GB DRIVE

$2725

233MHz 32MB RAM / 3.2GB DRIVE

$2995

City of Industry
626.961.6688
[illegible]

Newport Beach
714.250.9281
[illegible]

Woodland Hills
818.883.4688
[illegible]

On June 24th, 1997 PC Magazine Ranked Comtrade Computer #1 Over 62 Others in ZD CPUmark32 and in ZD Disk WinMark 97 for all IDE Drives.

Here's the Facts:

ZD CPUmark32

[illegible] Pentium Processor with MMX Technology

Comtrade	429
Dell	404
Gateway	419
Micron	416

ZD Business Disk WinMark 97 (IDE Drives)

Comtrade	1150
Dell	850
Gateway	776
Micron	1050

First PC · PC5/233

233MHz Pentium Processor w/ [illegible] Technology
32MB [illegible] Memory [illegible]
[illegible] GB EIDE Hard Drive
24X MAX EIDE CD-ROM [illegible]
[illegible]
[illegible] SVGA [illegible]
[illegible]
[illegible] Sound Card
[illegible] Stereo Amplified Speakers
[illegible] Keyboard w/ Hand Rest [illegible] Mouse
Microsoft Windows® 95 and MS [illegible]
[illegible] Encyclopedia Multimedia CD
[illegible] Karaoke videoCD [illegible] Game Pack CD

$1195

200MHz Pentium Processor [illegible] Technology [illegible] [illegible] GB Drive [illegible]

Office Professional · PC5/233

233MHz [illegible] Processor w/ MMX Technology
[illegible] Memory [illegible]
[illegible] Hard Drive
[illegible]
[illegible]
[illegible]
[illegible] Hi-Res Mouse MS Windows [illegible]
[illegible] Office 97, [illegible]

$1375

[illegible] Stereo Sound Card & Speakers [illegible]
[illegible] Network Card [illegible]

Office PC · OC5/233

233MHz Pentium Processor w/ [illegible] Technology
[illegible] Memory [illegible]
[illegible] Hard Drive
[illegible]
[illegible]
[illegible] SVGA [illegible] Monitor [illegible]
[illegible] Keyboard w/ Hand Rest [illegible] Mouse
[illegible] Windows [illegible] Lotus SmartSuite [illegible]

$1095

[illegible] SmartSuite [illegible]
[illegible] Network Card [illegible]

Super DVD · VC5/233

[illegible] Processor w/ [illegible] Technology
[illegible] Memory [illegible]
[illegible] Hard Drive [illegible]
DVD-ROM [illegible]
[illegible]
[illegible]
[illegible]
[illegible]
[illegible]
[illegible]
[illegible]
[illegible]
[illegible]

$1545

233MHz [illegible] $1595

COMTRADE

"[illegible] Lightning PC"

1.626.961.6688

DESKTOP OPTIONS

[illegible]
[illegible] Zip Drive [illegible]
[illegible] MPEG-2 Decoder $225
[illegible] Upgrade to K56flex™ [illegible] Modem $50 / $70

[illegible] Money Back Guarantee. One-year Parts & Labor Warranty
[illegible]

Web Page Listings

continued from page 186

Links *http //www linksfile com* Trade URLs with any site listed with [illegible] for free! Make money on the Web! [Exp #175.]

Money Search *http://www moneysearch com* A leading business and investment directory features an entirely new way to shop online [Exp #176]

The MonkeyPool *http // www monkeypool.com* We're [illegible] team of experienced Internet writers and editors who provide comprehensive content solutions for corporate Web sites [Exp #176]

N-Tec Internet Consulting *http://www n-tec de* Internet solutions, Web design, multimedia projects, [illegible] consulting]Exp #175]

National Direct Internet Yellow Pages *http://www ndipy com* Any business in any city can have [illegible] free listing in the National Direct Internet Yellow Pages Web site [Exp #176]

NetNack [illegible] Developers *http //www netnack.com* We have a nack for [illegible] Net design, writing and programming Complete from concept [illegible] posting [Exp #175]

No-nonsense Email *http:// [illegible] ynnmail com* Free [illegible] [illegible] and secured data vault service [Exp #176]

NT Host Web Services *http://nthost [illegible]* Ultra-low-price Web, domain and [illegible] hosting [illegible] Our highest priority [illegible] [illegible] service [Exp #175.]

Outta Site Web Design [illegible] *www drjack com/outta_site* Creative Web page design and consultation Large graphics and [illegible]tion library Great prices [illegible] #176.]

P-Net *http //www p net com/ P-Net* [illegible] [illegible] design, [illegible] [illegible] sup[illegible] for your [illegible] pages including HTML coding, CGI scripting [illegible] scanning [illegible] #176.]

Paradomain Corp. *http:// www* [illegible] [illegible] Providing Internet services since 1993. 56Kflex, Web $29.95 for [illegible]. Covering [illegible] of Southern CA [Exp #176.]

Pear Transmedia *http:// [illegible] peartransmedia com* A full-house multimedia development [illegible] Web site design firm From CD-ROMs and screen savers to graphic design and print [Exp #175]

Ralenti Quickfind Building Product Information *http:// www ralenti co nz* Specializes in Web site design for the building industry [Exp #176.]

San Jose Web *http://www sanjoseweb com* Web presence provider featuring MS FrontPage Extensions, Active Server Pages, database connectivity, and Internet access [Exp. #175]

Sponsor Town *http://www hypermart net/sponsortown/main htm* Free Internet service listing of free home pages, shell accounts, counters, and sponsors [Exp #176.]

Start Your Own ISP! *http:// www2 apc net/apcdocs/virtual.htm* All-in-one hardware solution to get you started on your way to creating [illegible] lucrative Internet business! Easy and affordable! [Exp #176]

SurfIndia *http://www surfindia com* The most comprehensive Web service [illegible] India [Exp #176]

Time Sheet *http ///www hutman to/software/timesheet* Time Sheet [illegible] a dynamic HTML form used by employees for entering, calculating and submitting hourly work records. [Exp #176]

Virtualis Systems Web Servers *http://www virtualisys com/vi/mjuneau/* Purchase virtual server space with your own domain name for [illegible] [Exp #176]

Web [illegible] Promote *http // [illegible] webms net/promote* [illegible] Listing of the best [illegible] [illegible] [illegible] you [illegible] [illegible] [illegible] #175]

[illegible] Page Design [illegible] // [illegible] *inspowerteam com/webmaster/design* [illegible] Web page [illegible] [illegible] [Exp #176.]

Web [illegible] Garage [illegible] [illegible] **Analysis** *http //www websitegarage com* Check HTML, META tags, spelling, design, download, and links Improve ranking [illegible] search engines [Exp. #176]

webCorporate *http://www webcorporate com* Web site packages and components [illegible] grow your business! You know how [illegible] it costs up front We host [Exp #175]

Wrox Ultimate HTML Reference Database *http // www rapid wrox com/html4db* Covering all the HTML tags and attributes, togeth[illegible] with descriptions, permissible values, and the equivalent CSS properties [Exp #176.]

ZapMap *http://www zapmap com* Interactive, vector-based geographic hotspot directory [illegible] Web sites in Silicon Valley, written in Java [Exp. #176]

SERVICES [illegible] PRODUCTS FOR SALE

Abendroth Consulting/Beratung *http://www abendroth-consulting com* Company information and demos [Exp #176]

Action Wireless *http:// www actionwireless com/* Cellular phone accessories [Exp #176]

Advanced Technics *http:// [illegible] trulstech se* Artificial Intelligence in combination with satellite communications [Exp. #176]

Alfa Romeo Dealer *http // [illegible] salsocar com* [Exp #176]

American Crane [illegible] Tractor *http //www actparts com* Supplying heavy equipment parts and components for Caterpillar machines for over fifteen years [Exp #176]

Artist-In-Residence *http:// [illegible] shellsartspace com* [illegible] for [illegible] by [illegible] artist one-of-a-kind [illegible] [illegible] vintage clothes, artwear [illegible] Exp #176]

Asbestos Consultant [illegible] // [illegible] [illegible] Asbestos project management [Exp #175]

Astronomics *http //www astronomics.com* Mail order retailer [illegible] astronomical telescopes and accessories. CCD equipment, bird watching and nature study binoculars and spotting scopes since 1979 [Exp #176]

Autocom Products *http // [illegible] autocom co uk* Autocom Products—creators of the ultimate motorcycle intercom The perfect blend of high-quality components and designs, offering the optimum in performance for speech, music, comfort and ease of installation [Exp #176.]

Bargains on Goods for the Whole Family! *http //www shelleyshopping com* Low prices [illegible] women's, men's, and kid's apparel toys, etc. Online order form MC and Visa [Exp #176]

British Travel International *http //www britishtravel com* Travel services for Britain and Continental Europe [Exp #176]

Business Management International Holding Corp. *http://www bmi-usa com* Business consulting, banking, financing [illegible]ny formation, immigration, education [Exp #176]

Business Products Express, Inc. *http://www bpexress.com* Offering 25,000+ office products below superstore prices, delivered next day Distributorships available [Exp. #175.]

Carlisle Construction Co. *http://www carlisleinc* [illegible] Worldwide distributors of cranes, construction equipment, as well as excavation and marine services [Exp #176]

Celebrity [illegible] Bikini Mouse Pads *http://www primenet com/~dpc/mousepads/* An inexpensive killer gift for that Web geek friend that has no life [Exp #176]

Claimtronics Network *http //claimtronics com/computer_assist* [illegible] complete transportation claim processing service dedicated to the household moving industry [Exp #175]

Corporate Security Consultants *http //www proconcorp com* Provides advice on international security issues [Exp #176]

Crios Designs *http //www crios com* [Exp #176]

CyberMegaMall *http // www cybermegamall com/wa/cmm/owa/cmm_top page* The leading shopping mall on the Internet [Exp #176]

CZ Jewelry *http //www jewelersdirect com* [Exp #176]

The Diesel Services Group *http //www dieselservices com* The Diesel Services Group provides leading-edge diesel fuel system and engine service, turbo rebuilding, machine-shop services and more [illegible] you operate, repair, or own diesel equipment, there's something here for you! [Exp #176]

Earth's Aether: The Republic Of Earth *http //www troeaaron com/* Research, develop, and distribute products and services to help you earn lasting youth, health, wealth and happiness [Exp #176]

eBay—Online Auctions *http://www ebay com* eBay [illegible] the leading person-to-person online auction community [illegible] the Web Thousands of antiques collectibles, toys, coins, computers and more [Exp #176]

Energy BioSystems Corp. *http //www energybiosystems.com* A company commercializing biotechnology using bacteria to [illegible] sulfur from oil [Exp #175]

Filofax Specialist *http // www faxcessory co uk* World-wide delivery of filofax wallets binders and inserts [Exp #176]

Flowers International *http //www arach net au/flowersinternational* An Australian flower service offering fast mail order fresh cut flowers to the UK and Europe [Exp #176]

For My Baby [illegible] Unbeatable prices for baby clothes [illegible] educational and deve[illegible]mental toys and [illegible] accessories for [illegible] preschool age children The site features a searchable database and [illegible] about each product [Exp #175]

Free Internet Business! *http //members spree com/shop&bepaid* Sign [illegible] Spree com and start [illegible] money today [Exp #176]

GDMS *http //pw2 netcom com/~shivatec/GDMS* [illegible] Analytical service glow discharge mass spectrometry [Exp #176]

Hackers Home Page [illegible] *www hackershomepage com* They have over [illegible] plans kits and assembled products for the [illegible] hacker phreak cracker spy and electronics enthusiast International [illegible] and inquiries welcome Don't miss this one! [Exp #176]

Harley-Davidson All American Online Motorcycle Swap Meet [illegible] *mcswap com* Classifieds for bikes and parts [illegible] accessories manufacturers "Harley Mall" message board chat, event listings and even biker personals [Exp #176]

Hats & Bags Manufacturer *http //www wang's* [illegible] Reliable manufacturer [Exp #176]

Hobby Builders Supply *http //www miniatures* [illegible] Over 3,000 dollhouse and miniature items at discount prices [Exp #176]

Holt Educational Outlet *http* [illegible] Educational toys and teachers supplies at 10% [illegible] off [Exp #176]

Home Exchange [illegible] *www HomeExchange* [illegible] Thanks to the Internet [illegible] HomeExchange [illegible] one planning [illegible] browse a [illegible] rent list of [illegible] tries all over [illegible] [Exp #176]

Houston Stained Glass Supply [illegible] [Exp #176]

Premium Dialup
Internet Access
28.8 through 56K
from $17.95/mo.

Corporate LAN Solutions
Intranets
Virtual Private Networks

Award winning
Website Design &
Development Services

Frame Relay
edicated ISDN
m $195.00/mo.

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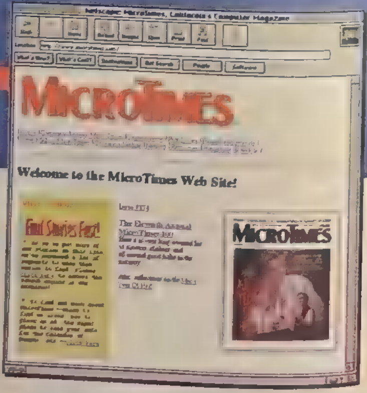

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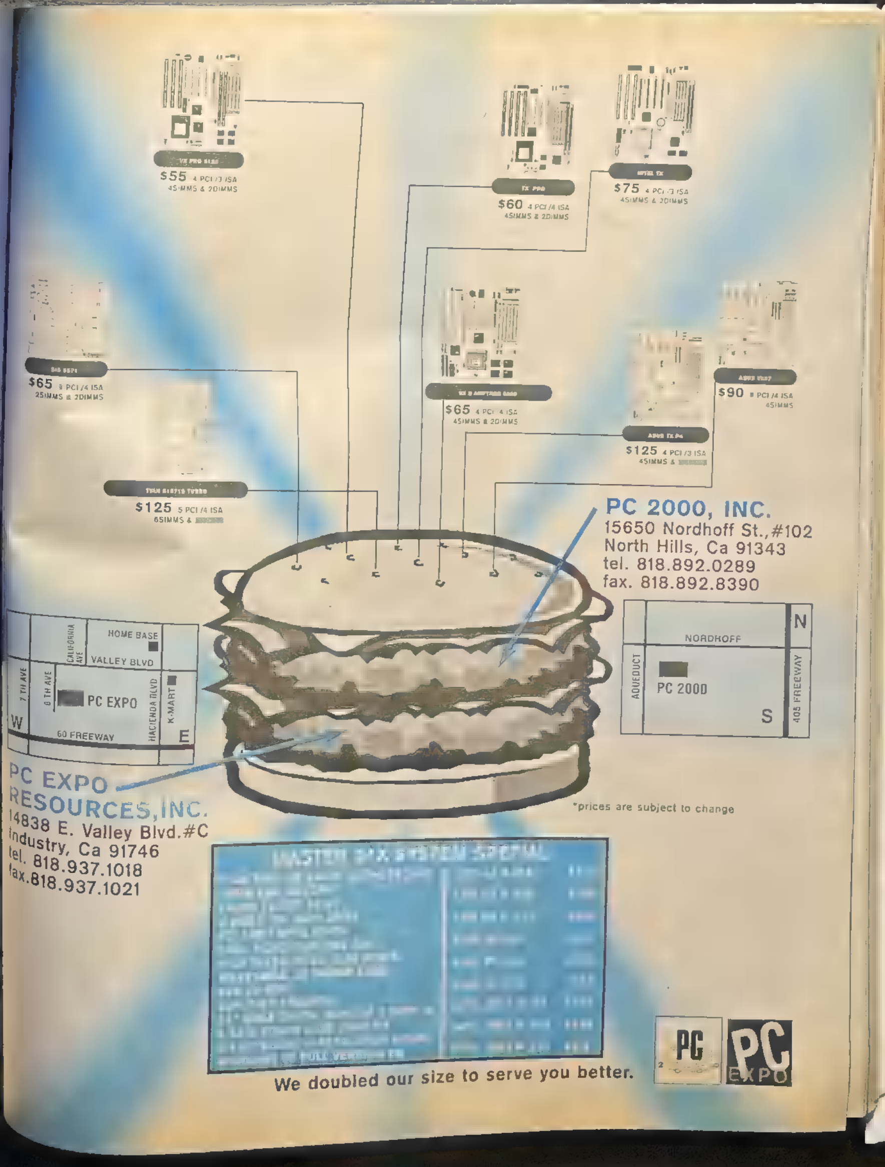

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4SIMMS & 2DIMMS

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4SIMMS & 2DIMMS

$75 4 PCI /3 ISA
4SIMMS & 2DIMMS

$65 3 PCI /4 ISA
2SIMMS & 2DIMMS

$65 4 PCI /4 ISA
4SIMMS & 2DIMMS

$90 3 PCI /4 ISA
4SIMMS

$125 4 PCI /3 ISA
4SIMMS &

$125 5 PCI /4 ISA
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North Hills, Ca 91343
tel. 818.892.0289
fax. 818.892.8390

PC EXPO RESOURCES,INC.
14838 E. Valley Blvd.#C
Industry, Ca 91746
tel. 818.937.1018
fax.818.937.1021

*prices are subject to change

We doubled our size to serve you better.

Web Page Listings

continued from page 190

Ignition Interlock Group Home Page *http://www ignitioninterlock com* A national ignition interlock service provider [Exp #176.]

IVS, Inc. *http://www.ivsincorporated com* IVS specializes [illegible] repair and support [illegible] industrial automation equipment, [illegible] well as repairs for computers and peripherals [Exp #176.]

Jewelry Mall *http://www jewelrymall.com* Everything about jewelry stores, gem and jewelry show dates, birthstones, wholesale, and more [Exp #176.]

Katherine Ray's [illegible] Site *http://www katherineray.com* Home page of Katherine Ray products. [Exp. #176.]

Kellans [illegible] Associates *http://toyreps com* The educational toy specialists. [Exp #176.]

L.A. Food Services *http://www.lafoods com* Food and vending services. [Exp #175.]

[illegible] Fay Herbal Concoctions *http:///www lefayherbs.com* Luxurious potpourri blends, rich fragrance oils and soothing, luxurious herbal baths—perfect [illegible] a gift for any [illegible] [Exp #176.]

Louisiana-Pacific Corp. *http://www.lpcorp.com* Portland, OR-based, a major manufacturer of building materials, industrial wood products, [illegible] [Exp #176.]

Lucy Mac Children's Store *http://www lucymaxchildrensstore.com/* Offers the original Baby Bunting carrier for newborns Baby shower gifts, children's clothes, and more [Exp #176.]

Lucy's Knits *http://webdreamcom net/~lueknits* Shop for hand knitters [Exp #175.]

Lux Transfer & Storage *http://www luxtransfer.com* [illegible] try [illegible] in relocation's [illegible] the [illegible] [Exp #175.]

Madaly's Collectibles & Things *http://members aol com/madalys/index.htm* Fine porcelain dolls, resin, poly resin and porcelain figurines and gifts [Exp #176.]

Micro-Matics Corp. Home Page *http://www micro-matics.com* [Exp #176.]

Millers Rentals [illegible] Sales *http://www millers-rentals com* Complete party rental service—tents, tables, chairs, staging, fine china, linen, weddings, corporate events [Exp #176.]

Morning Glory Floral Design *http://members aol com/mnglory* Features wedding flower arrangement, wedding planning, and general floral design information. [Exp #176.]

Mr. Fruit, Inc. *http://www mrfruit com* The finest Florida gift fruit from the Indian River region. [Exp #176.]

N-Ternet Business Center *http://www.conentusa.com/n-ternet/* Free classifieds and business opportunities [Exp #176.]

Ocular Inc. *http://www ocularusa com* Leading manufacturer of standard and custom-made LCD/LCD modules, TN, STN, FSTN, LCD backlight modules, custom LCD modules, COB modules, chip-on-board, heat seal connectors, and LCD shutters. [Exp #176.]

Owner *http://www elizabethselc com* Wedding business [Exp #176.]

Palmer Detective Agency *http://www members aol com/dashiell41/index html* [illegible] performed by former law enforcement personnel criminal, civil, and private matters handled. (CA Lic #PI 16132) [Exp #175.]

Personal And Executive Coaching [illegible] *//www pax consulting [illegible]oach.html* Coach Peter Fahrenkamp has coached [illegible] [illegible]cessfully [illegible] 1992 [illegible] US and Europe. [Exp #175.]

Precision Private Security *http://www cyberspace [illegible]* Security Guard Services company in L.A. with great rates Member of the BBB [Exp #176.]

Prevent [illegible] Ding *http://www readysetnet.com/prevent html* Helping you to protect your vehicle from common parking lot dings while advertising your business [Exp #176.]

Printing *http://www unigraphic com* Commercial Web and sheet fed printer [Exp. #176.]

Provident Companies *http://www providentcompanies com* Specializing in disability insurance, employee benefits, and personal insurance [Exp #176.]

Rent-An-Inventor *http://www rent-an-inventor com* Helping companies create products from concept to completion. [Exp #176.]

Robert Scott—Cognigen Agency *http://id net/?phonesal* Looking for competitive long-distance rates and international calling plans? Also offering prepaid phone cards. [Exp #176.]

ScreenCo *http://www screenco-online com* ScreenCo brokers advertising specialty products including a large variety of screen-printed and embroidered apparel items as well as a variety of non-wearables [Exp #176.]

Search4People *http://members.aol com/jlxent/search4people htm* Person locating services using millions of consumer reporting agency files, driver license files and public records to find and locate lost family members or friends are available [Exp #176.]

Sell Your Civil Court Judgment *http://personal.bna bellsouth net/bna/l/g/lguzman/judgments.html* I buy civil court judgments [illegible] debt back child support divorce settlements, [illegible] [Exp #175.]

ShrinkTank *http://www shrinktank com/* Psychology [illegible] program [illegible] text files [illegible] to testing [illegible] other psychology software [illegible] #176.]

The Snowboard Shop [illegible]*//www.thesnowboardshop.com* The online source for discount [illegible] board gear [Exp #176.]

Solutions In Cold Rolled Sections *http://www.sadef be* Service center for sections and welded shapes [Exp #176.]

SoundStone.com *http://www.soundstone com/* Offering a va[illegible] catalog of CD titles, discounted [illegible] up to 20% off standard retail prices. [Exp #176.]

Sourdough Baker *http://www.sourdoughbaker com* Bakery sourdough and traditional breads [Exp #175.]

Spa Cover Protector *http://home inreach com/spasoks/* Protects your spa cover from the sun. Five-year warranty. [Exp #175.]

TeamHayden.com *http://www.hayden.ca* The largest single source of central vacuum information. Continually adding new information and updates, including how to make your home healthier and reduce childhood asthma [Exp #176.]

Terri's Special T's *http://www brookesline com* A line of baby clothes and accessories [Exp #176.]

TicketWeb, The Online Ticketing Alternative *http://www ticketweb.com* TicketWeb uses the Internet [illegible] sell low-cost tickets for events across the country [Exp #176.]

UK Hotels [illegible] Conference Facilities *http://www venuedirectory.com* [Exp #176.]

UnCommon Courtesy *http://www.uncommoncourtesy com* Motivational email service [Exp #176.]

Venus Systems *http://www.angelfire com/biz/bactank/index html* Bioremediation products [Exp #176.]

Video Imaging [illegible] Optical Products *http://www marscam.com* Monitors/panels, CMOS cameras, CCD [illegible], board cameras, lenses, pinhome lenses fiberscope [illegible] video capture systems [Exp #176.]

[illegible] Plus *http://www videosplus.com/biography/* Dozens [illegible] biographical videos including the A&E series and American Women of Achievement series [Exp #176.]

Water Well Pump Supplies Wholesale *http://www sdapump.com* Selling direct to the public [Exp #176.]

Waterman Industries, Inc. *http://www watermanusa com* Water control equipment and irrigation [Exp #176.]

Watermark Sales And Distribution *http://netnow micron.net/~cbilyeu/watermark html* Distribution and marketing of newly patented items. [Exp #175.]

Wirthlin Worldwide *http://www.wirthlin.com* [Exp #176.]

Wood Architects *http://www visionimaging com/* Specializing in commercial, public, and accessible building in association with VisionImaging to provide digital computer color graphics and designs for many applications [Exp #176.]

World's Largest Candy Store Online *http://www.candydirect com* Thousands of product choices Free candy club with chat [Exp #176.]

FINANCIAL/ REAL ESTATE SERVICES

Advlesburo van Groole *http://www horecanet nl/grootel* Real estate for restaurants in the Netherlands [Exp #176.]

Banco Bozano, Simonsen *http://www bozano.com.br/index.htm* The best Brazilian investment bank [Exp #176.]

Bob Taylor's OnLine Real Estate Guide *http://www bob-taylor com* [illegible]iscover the historic communities of Northeast Los Angeles Includes information on mortgage financing first time buyer programs home maintenance and more! [Exp #176.]

Castle Resale *http://www castle-re-sale com* Specializing [illegible] resale homes in Orange County since 1971 Worldwide referra[illegible] relocation income [illegible] ties and exchanges [illegible] #175.]

Chapman Spira [illegible] Car son LLC, Investment Bank ing *http://www chapma[illegible] spira com* Histor[illegible] current economic [illegible] written in understand[illegible] language Some of [illegible] material is very unique [illegible] we believe that anyone [illegible] learn something from [illegible] site no matter how sop[illegible]ticated or whatever [illegible] background [Exp #17[illegible]

deBeer Realty *http://[illegible] maui net/~debeer/* A [illegible] service real estate comp[illegible] ny, serving Maui for [illegible] years [Exp #176.]

Dump Debts *http://[illegible] webspawner com/use[illegible] DumpDebts/* Stop all [illegible] creditors without [illegible] bankruptcy Sue them [illegible] they refuse to leave [illegible] alone! [Exp #176.]

Fleming Fund Manage ment *http://www flem[illegible]* The leading cross-bor[illegible] provider of funds [illegible] Europe [Exp #175.]

Pacific Palisades *http www PALISADESHOMES com* Pacific Palisades [illegible] estate information [Ex[illegible] #176.]

PBTK Online *http://www pbtk com* CPA firm [Ex[illegible] #176.]

Petty & Butler Realty, Inc *http://www pbr com* [illegible] net advertising of P[illegible] home listings agents, [illegible] services [Exp #176.]

Seattle Area Hom[illegible] *[illegible] SeattleAreaHomes [illegible]* Two huge northwest [illegible] estate databases [Ex[illegible] #176.]

Synergistics Research Home Page *http [illegible] gisticsresearch co[illegible]* Fin[illegible]cial services [illegible] research organiza[illegible] [Exp #176.]

Welcome to Mainstreet USA *http [illegible] usa com* Fa[illegible] Services provides [illegible] services to ag[illegible] rural comm[illegible] [Exp #176.]

BTI

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www.bunta.com

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BTI [illegible] Graphics Pentium

(Windows 95 CD Full Version OSR2 ADD $82)

Intel Triton LX Chipset Motherboard AGP
64MB SD-Ram
6.4GB Ultra ATA Hard Drive
Diamond VIPER V330 4MB SG-RAM AGP
17" 0.26 1600x1280 SVGA NI Digital Monitor
24X Speed IDE CD-ROM Drive
Creative Lab AWE 64 PnP Sound Card
60 Watts Amplified Stereo Speakers
High Quality Microphone
ACER 56K Internal Fax Modem w/Voice Mail
1.44MB Floppy Drive
Mid Tower Case ATX
104 Keys Keyborad for Windows 95
Microsoft Intellimouse

Intel Pentium II 300	$ 2,199
Intel Pentium II 266	$ 1,969
Intel Pentium II 233	$ 1,799

BTI Media Pentium

(Windows 95 [illegible] Full Version OSR2 ADD $82)

Intel Triton [illegible] Chipset Motherboard
512K Pipeline-Burst Cache
[illegible] EDO [illegible]
2.1GB EIDE Hard Drive
S3 Virge 3D [illegible] EDO
14" [illegible] Screen [illegible] SVGA NI Digital Monitor
16X Speed EIDE CD-ROM Drive
16 Bit 3D Sound Card
60 Watts Amplified Stereo Speakers
High Quality Microphone
33.6 Fax Modem w/Voice Mail
1.44MB Floppy Drive
Mini Tower [illegible]
104-Keys Keyborad for [illegible] 95
High Resolution Mouse

Intel Pentium 233MMX	$ 918
Intel Pentium 200MMX	$ 829
Intel Pentium 166MMX	$ 728
Intel Pentium 200	$ 764
Intel Pentium 166	$ 719
AMD K6-233MMX	$ [illegible]
AMD K6-200MMX	[illegible]
AMD K6-166MMX	$ 743
Cyrix 6x86 MX 200MMX	$ 709
Cyrix 6x86 MX [illegible]	[illegible]

BTI Classic Pentium

(Windows 95 CD Full Version OSR2 ADD $82)

Intel Triton TX Chipset Motherboard
512K Pipeline-Burst Cache
32MB EDO Ram
3.2GB Ultra ATA Hard Drive
Diamond Stealth 3D 2000 w/2MB EDO
15" Flat Screen 0.28 SVGA NI Digital Monitor
16X Speed EIDE CD-ROM Drive
16 Bit 3D Sound Card
60 Watts Amplified Stereo Speakers
High Quality Microphone
33.6 Fax Modem w/Voice Mail
1.44MB Floppy Drive
Mini Tower Case
104 Keys Keyborad for Windows 95
High Resolution Mouse

Intel Pentium 233MMX	$ 1,027
Intel Pentium 200MMX	$ 948
Intel Pentium 166MMX	$ 839
Intel Pentium 200	$ 877
Intel Pentium 166	$ 828
AMD K6-233MMX	$ 943
AMD K6-200MMX	$ 895
AMD K6-166MMX	$ 864
Cyrix 6x86 MX 200MMX	$ 827
Cyrix 6x86 MX 166MMX	$ 834

BTI [illegible] Pentium

(Windows 95 CD Full Version OSR2 ADD $82)

Intel Triton TX Chipset Motherboard
512K Pipeline-Burst Cache
32MB SD-Ram
4.3GB Ultra ATA Hard Drive
Diamond Stealth 3D 2000 w/4MB EDO
17" Flat Screen 0.26 SVGA NI Digital Monitor
24X Speed IDE CD-ROM Drive
Creative Lab AWE 64 PnP Sound Card
60 Watts Amplified Stereo Speakers
High Quality Microphone
ACER 56K Internal Fax Modem w/Voice Mail
1.44MB Floppy Drive
Midi Tower Case
104 Keys Keyborad for Windows 95
High Resolution Mouse

Intel Pentium 233MMX	$ 1,387
Intel Pentium 200MMX	$ 1,298
Intel Pentium 166MMX	$ 1,198
Intel Pentium 200	$ 1,236
Intel Pentium 166	$ 1,165
AMD K6-233MMX	$ 1,298
AMD K6-200MMX	$ 1,254
AMD K6-166MMX	$ 1,223
Cyrix 6x86 MX 200MMX	$ 1,165
Cyrix 6x86 MX 166MMX	$ 1,167

One [illegible] Parts & [illegible] Warranty. [illegible] and [illegible] PO's Are Welcome. [illegible] MASTER [illegible]

[illegible] not responsible for typographical error

[illegible]

Web Page Listings *continued*

LEGAL SERVICES

Bankruptcy Los Angeles *http //www bklaw com/bklaw* Law Office of Mark J Markus, handling all aspects of bankruptcy representation in the Los Angeles [illegible] [Exp #176]

Law Offices of Alex [illegible]. Yarbrough *http://angelfire.com/biz/socialsecuritylawyer* Social security disability attorney and social security disability representative [Exp #176.]

Law Offices of John R. Kahn *http://members tripod.com/~jkahn/index.html* Attorney handling Computer, Bankruptcy, and Real Estate law, and transactional matters in San Jose CA [Exp #175]

Law Offices Of Paul M. Heller *http://www greencard1 com* We specialize in employment-based and business immigration [Exp #175]

Limited Liability Company Web Site *http //www hia.com/hia/llcweb* How [illegible] organize a new business [illegible] [illegible] LLC [Exp #176.]

Richard J. Greenstone, Attorney at Law *http:// www go com/* Copyright, [illegible], licensing business [illegible] and transactional [illegible] for [illegible] computer, entertainment [illegible], and publishing industries [Exp #175.]

EMPLOYMENT/ EDUCATION

[illegible] For [illegible] Educational Catalog *http://www.afi* [illegible] Your [illegible] resource [illegible] language [illegible] culture [Exp #175.]

Career Database, Inc. *http //www careerdatabase.com* Celebrating our tenth [illegible] [illegible] [illegible] world's only formalized [illegible] matching an individual's employment history to company and recruiter's search criteria. [Exp #176.]

Digital Station *http://www digitalstation com* Covering computer and internet-related employment, [illegible] and news [illegible] the San Francisco Bay Area. [Exp #176.]

John Cabot University *http://www johncabot edu* Offering study abroad programs and conferring Bachelor s degrees in Art History, Business Admin, Political Science, and English Lit [Exp #176]

[illegible]. Brain Tutor *http://members.tripod com/~russmc cor/tutor htm* Live teachers online tutoring in mathematics, English, computer programming, history, writing, etc [Exp. #176]

Prairie Resource Group, Inc. *http://www prgchicago com* Prairie Resource Group, Inc. modularizes the executive search process offering customized services on an hourly fee basis, with no contingencies [Exp #176]

Register-It *http //www registerit.com* Search engine registration and Web site promotion [Exp #176]

Star Technology Group *http //www.startechnology com* Search firm [Exp #176.]

The Tutoring Center *http://home pacbell net/tutcen/index html* Tutoring in math and science for junior high to college [Exp #176.]

Union Job Clearinghouse *http://www unionjobs com* Posting the open staffing [illegible] trades positions in organized labor that are now accepting applications [Exp #176]

ORGANIZATIONS

4work.com *http //www 4work.com* Helping nonprofit recruit volunteers on the Internet. [Exp #176]

American Biomedical Group *http://www abgi net* Helping healthcare achieve [illegible] [illegible] savings by bringing together engineering, financial [illegible] information excellence [Exp #176.]

Association Of Macintosh Trainers *http://www.cyphernet.com/amt* The purpose of [illegible] association [illegible] to [illegible] an international [illegible] [illegible] and [illegible] that [illegible] easily accessible [illegible] end-users [illegible] to [illegible] [illegible] upon [illegible] [illegible]ity of Macintosh computer support. [Exp #175]

Claremont Institute *http://www claremont org* [Exp #176]

Cult Awareness Resources, CARES *http // cares-care org* Provides information to the campus community about cult activity, including International Churches of Christ information [Exp #176]

Diabetes Wisdom *http // [illegible] claimtronics com/diabeteswisdom* Offering Diabetes support groups, educational [illegible]es, and nutritional therapy One-on-one with a CDE. [Exp #176]

FAT: Fat And Terrific *http://users ccnet com/~avery/FAT.html* Bimonthly fat-positive resource and activities newsletter Meetings third Saturdays of every month [Exp #176]

Foundation For Role Equity Education *http://www angelfire com/ok/4equity/* Articles [illegible] nontraditional methods of achieving equity [Exp #176]

FXI—Freedom [illegible] Expression Institute *http //wn apc.org/fxi* [Exp #176]

IBEW *http://www ibew569 org* Labor [illegible] for electrical [illegible] in construction, shipyard, low-voltage and others in San Diego CA. [Exp #175]

ICCA Silicon Valley *http // www.icca-sv.org* The public is invited to the regularly scheduled dinner meetings, fourth Tuesday of every month in San Jose [Exp #175]

[illegible] Bellen, D D.S. *http // www.jbellen com* Center for Aesthetic Dentistry Professionals in aesthetic and restorative dentistry [Exp #176]

Jefferson Club. Technologists For Capitalism *http:// [illegible] ipser com/jefferson [illegible]* [Exp #176.]

[illegible] Angeles Chapter Of [illegible] [illegible] Society *http [illegible] usserver com/isocla/* ISOC LA is a [illegible] chapter [illegible] [illegible] International ISOC [illegible] [illegible] a [illegible] [illegible] [illegible] [illegible] [illegible] [illegible] [illegible] [illegible] globally [Exp #175]

Los Angeles Macintosh Group *http://www lamg org* Non-profit user group offers training programs, meetings, monthly magazine, employment, networking, and tech support [Exp #176]

National Center For Employee Ownership *http // www nceo org/* Articles, columns, discussions [illegible] interactive training on employee stock ownership plans, stock options, etc [Exp #175]

Native American Women's Health Education Resource Center *http //www nativeshop.org* [Exp. #176]

NOCCC (North Orange County Computer Club) *http // www noccc.org* Web page [illegible] computer user group Meetings 1st Sunday of the month, 9 00 am, Chapman University, 333 N Glass[illegible] Ave., Orange [Exp #176]

Orange County NetWare Users Group *http://www computerquest com/cns/ocnet/* Web site that lists meeting topics, dates, and membership info [Exp #176]

Peninsula Computer Club *http //www serius.com/~jlo/* [Exp #175.]

Point Mugu Navy Flying Club *http //www.geocities com/CapeCanaveral/Lab/1594* Navy T-34 flying club located at the Camarillo CA airport Primarily training and recreational flying [Exp #175]

San Francisco FreeBSD User's Group *http://www arachna com/freebsd/freebsd-sf html* Meets the second Thursday [illegible] every month in San Francisco [illegible] discuss "Turning PCs into workstations." [Exp #175]

SEIU Local 250 *http:// www seiu250 org* Local 250 represents over 40,000 healthcare workers in California [Exp #176]

Silicon Valley Association of Software Entrepreneurs *http://www.svase org* Catalyzing the launch [illegible] successful software Business[illegible] [Exp #176]

Sutter Lakeside Hospital *http //www sutterlake org* Description of hospital services, community and job openings [Exp #176]

Technical & User Groups Network *http //www.tugnet org* 24-hour bulletin board, meeting calendar, membership info, articles, reviews [Exp #175]

Telegraph Hill Dwellers *http://www overmire com/thd* A San Francisco neighborhood association with [illegible] about events people, history [Exp #176]

Unofficial Nintendo-64 Home Page *http //www. ninentdo64 org* Members only [Exp #176]

PUBLICATIONS

Aboriginal Independent Newspaper *http://www akai com.au/* The Aboriginal Independent Newspaper is a self-determination project begun by a group [illegible] Nyoongar Aboriginal people in Western Australia [Exp #176]

Antigo Area Shoppers Guide *http://www.antigoshopper com* A weekly publication with online classifieds [illegible] north central Wisconsin [Exp #176]

Bill Bradley Listening *http://thirdage com/bradley/* A new monthly interactive column written by former US Senator Bill Bradley [Exp #176]

Comics Conspiracy *http // www.comicsconspiracy com* Comics retail [illegible] publishing [Exp #176]

Confucius Publishing Co. Ltd. *http //www confucius.org* Confucius' sayings [illegible] information in sixteen languages plus over 200 rare pictures [Exp #176]

Defence Systems Daily *http://defence-data.com* The Internet's premier daily [illegible] magazine for the [illegible]national Defence and Aero[illegible] industry [Exp #176]

Easy Jewish Cooking *http://www jcn18 com/scripts/jcn18/paper/index asp?ColumnID=102* Cooking articles and recipes by Rosalyn Manesse author of the [illegible] *Easy Kosher Cooking* [Exp #175]

Edition Shimizu *http // www chabashira co jp/~amano* An international e-zine for communication, art education and cross-cultural understanding Japanese and English editions [Exp #176]

Electronic *http //home1 gte net/tstudios/e pub htm* Thompson Studios can convert your manuscript into an electronic book You can then market and distribute via the Internet [Exp #175]

LaoSearch & Southeast Asia Country *http //www angelfire com/ca laoscr* A Web directory for information on Laos and other Southeast Asia countries [Exp #176]

Latin American [illegible] & On-Line Journals And News *http //www syspoint com br/joycelarronda* Gallery of Latin American artists and special professional news for intranets [Exp #175]

Montana Magazine *http // www napias com/mtbooks html* Montana pictorial books direct from publisher in Helena MT [Exp #176]

New Information And Communication Technologies [illegible] Africa: A Bibliography Of Online References *http //www unipdc [illegible] pdc/incubator afr[illegible] ho html* [Exp #176]

Obesity Meds [illegible] Research News *http [illegible] news com/* Online [illegible] and Web site on [illegible] research. Hard copy also available [Exp #176]

Pixel Planet *http [illegible] pixelplanet com* Reviews of computer graphics software books games comics programming tools movies laser discs music and more [Exp #176]

Tech Resources Unlimited *http //www trucorp [illegible]* Computer technology books and software [illegible] [Exp #176]

Trans-Atlantic Online *http //www transatlantic pub com* Wide variety of books available [illegible] Trans-Atlantic Publications [Exp #176]

Two Dog Press *http // www twodogpress [illegible]* Publishers of [illegible] and [illegible] [illegible] poetry and [illegible] [illegible] [Exp #176]

MACRO COMPUTERS

15911 E. GALE AVE, CITY OF INDUSTRY, CA 91745
TEL: 626-330-7573 ▪ FAX: 626-330-4846 TECH SUPPORT: 626-330-7389

PENTIUM SUPER BUY
Multi – Media

- INTEL 430 TX CHIPSET MB
- 512 PIPELINE BURST CACHE
- 16MB EDO RAM, 60NS
- 2.5 GB ULTRA DMA HD
- 3.5" 1.44 MB FLOPPY DRIVE
- PCI 64 BIT W/2 MB W/MPEG
- 24X CD-ROM
- 32 PNP 3D SOUND CARD
- 80 WATT STEREO SPEAKERS
- MID-TOWER W/230 WATTS
- 104 KEYS WIN 95 KEYBOARD
- HI-RESOULUTION MOUSE
- MS WINDOWS 95 W/ 3CDS
- 14" SVGA .28 DP NI MONITOR

PENTIUM 166 MMX	$749
PENTIUM 200 MMX	$839
PENTIUM 233 MMX	$919

PENTIUM II BEST BUY
Multi – Media

- INTEL 440 LX CHIPSET MB
- 512K L2 CACHE
- 32MB SD RAM, 10NS
- 4.3 ULTRA DMA HD
- 3.5" 1.44 MB FLOPPY DRIVE
- PCI 64 BIT W/2 MB W/MPEG
- 24X CD-ROM
- 32 PNP 3D SOUND CARD
- 240 WATT STEREO SPEAKERS
- MID-TOWER ATX CASE
- 104 KEYS WIN 95 KEYBOARD
- HI-RESOULUTION MOUSE
- MS WINDOWS 95 W/ 3CDS
  (MONITOR NOT INCLUDED)

PENTIUM II 233 MHZ	$1039
PENTIUM II 266 MHZ	$1159
PENTIUM II 300 MHZ	$1359

PENTIUM SUPREME DVD
Multi – Media

- INTEL 430 TX CHIPSET MB
- 512 PIPELINE BURST CACHE
- 32MB EDO RAM, 60NS
- 4.3 GB ULTRA DMA HD
- 3.5" 1.44 MB FLOPPY DRIVE
- PCI 64 BIT W/2 MB W/MPEG
- TOSHIBA DVD-ROM W/MPEG- II CARD
- 32 PNP 3D SOUND CARD
- 240 WATT STEREO SPEAKERS
- MID-TOWER W/230 WATTS
- 104 KEYS WIN 95 KEYBOARD
- HI-RESOULUTION MOUSE
- MS WINDOWS 95 W/ 3CDS
  (MONITOR NOT INCLUDED)

PENTIUM 166 MMX	$929
PENTIUM 200 MMX	$1019
PENTIUM 233 MMX	$1099

QUALITY PARTS AT AFFORDABLE PRICES

MONITORS

SONY:

100 ES 15" .25	$315
200 ES 17" .25	$550
200 GS 17" .25	$615
500 PS 21" .25	$1595

VIEWSONIC:

G773 17" .26	$485
G771 17" .27	$475
17PS 17" .25	$605
P810 21" 25	$1175
P815 21" .25	$1345

PANASONIC:

S70 17" .27	$425

OTHER MONITORS:

SVGA 14" .28	$119
SVGA 15" .28	$165
SVGA 17" .28	$330

HARD DRIVES

MAXTOR:

2.5 GB ULTRA	$145
5.1 GB ULTRA	$225
7.0 GB ULTRA	$275
8.4 GB ULTRA	$315

WESTERN DIGITAL:

2.5 GB ULTRA	$155
4.3 GB ULTRA	$210
6.4 GB ULTRA	$260
8.4 GB ULTRA	$340

IBM:

4.3 GB ULTRA	$215
6.4 GB ULTRA	$270
8.4 GB ULTRA	$340
4.3 GB UW SCSI-3	$285

VIDEO CARDS

DIAMOND VIPER AGP 4MB SG RAM	$155
DIAMOND STEALTH 3D 2000 W/ 4MB	$69
MATROX MILLENIUM 3D W/ 8MB WRAM	$259
ATI XPERT@ PLAY 8MB SGRAM AGP	$199

MOTHERBOARDS

ASUS P2L 97	$165
ASUS P2L 97 -S	$245
ASUS P2L 97 – DS	$385

CPU & MEMORY

PENTIUM II 233 MHZ	$325
PENTIUM II 266 MHZ	$425
PENTIUM II 300 MHZ	$575
PENTIUM 166 MMX	$115
PENTIUM 200 MMX	$195
PENTIUM 233 MMX	$275
16 MB EDO RAM	$25
32 MB EDO RAM	$45
32 MB SD RAM	$60

NOTE: WE CAN CUSTOMIZE SYSTEMS ACCORDING TO YOUR NEEDS.

PRICES AND CONFIGURATIONS SUBJECT TO CHANGE WITHOUT NOTICE. NOT RESPONSIBLE FOR TYPOS
BRAND NAMES BELONG TO RESPECTIVE COMPANIES

Web Page Listings *continued.*

unGROOM'd *http //www ungroomd com* The men's perspective on engagement, marriage and what follows [Exp #176.]

Whitepapers With Attitude *http //www jkworld com* A monthly newsletter for people who deploy enterprise groupware [Exp #176.]

ODDS [illegible] ENDS

Advanced Kinesiology Concepts *http //www geocities com/hotsprings/7756/* Innovative approaches [illegible] holistic health using advanced kinesiology, radionics, and huna. [Exp #176.]

Awareness Holistic Books And Information Center *http //www jps net/aware* Holistic health, books, into gifts, and classes in San Mateo [Exp. #175.]

Bottled Water [illegible] *http // [illegible] bottledwaterweb.com* Everything you need to know about bottled water, including new bottler's profiles, resources, links, and classified ads [Exp #176.]

Central [illegible] East European CrimiScope *http //www ceeds com/cee-crimiscope* CEE CrimiScope's mission is to enhance worldwide awareness and support of [illegible] fight against crime, corruption, and terror [illegible] Central and Eastern Europe [Exp #176.]

Franco Manenti [illegible]. *http://www manenti.it* Church ornaments [illegible] religious [illegible] [Exp #176.]

Hatha Yoga *http //www geocities com/~skrshnanan da/Hatha html* [Exp #176.]

Kid [illegible] *http //www kid-[illegible] com* [illegible] the [illegible] [illegible] [illegible] in [illegible] care [illegible] the [illegible] [Exp #176.]

King [illegible] Queen Of Hearts *http:// [illegible] westhollywood/6482* [illegible] fund [illegible] [illegible] Friends for [illegible] [Exp #176.]

Korea Narrow [illegible] Works *http //sobaek [illegible] net nm.kr/~sepol* [illegible] of [illegible] fabric needle loom, [illegible] braiding machine, winder, warping [illegible] [Exp. #176.]

Medic Alert Home Page *http //www medicalert.org* Emergency medical information and identification (ID) [Exp #176.]

Phoenix Center For Clinical Research *http //www pccr com* A center for pharmaceutical clinical trials and drug development [Exp #175.]

Pigeons *http://www.ozemail com.au/~pigeons/index.html html* Breeding center for racing pigeons [Exp #176.]

Pipe Organs And Music *http://orgel.com* Information [illegible] pipe organ building and design History of [illegible] organ and its music [Exp #175.]

Pixel Photo *http //www pixelphoto com* [illegible] digital imaging and digital photography guide for advertisers, [illegible] directors, [illegible] production managers [Exp #176.]

Plastic Surgery Interactive Resource *http //users aol com/jdisaia* The place for honest information [illegible] cosmetic surgery Now with an online multimedia program for download [Exp #175.]

RootsNet *http //www roots.net* Supply the homeowner, roofer, roofing distributor, and roofing manufacturer one location to receive or distribute any information regarding the roofing industry [Exp #176.]

Southwest Volcano Research Centre *http //www goodnet.com/~ej76707/* Volcano eruption forecasting [illegible] updates on latest eruptions worldwide [Exp. #176.]

Stereography Megazine *http //www stereography com/gravenimages* Stereo [illegible] your eyes! Covering [illegible] [illegible] [illegible] [illegible] stereoscopic imagery supporting LCS glasses [Exp #176.]

[illegible] International Penpals *http //sunshine-girls com/* Asian women [illegible] [illegible] marriage World's [illegible] correspondence service since 1984 Free photo brochure [Exp #176.]

The Waters Edge *http // [illegible] waterdesign com* [illegible] [illegible] [illegible] [illegible] [illegible] for [illegible] [illegible] business [illegible] [Exp #176.]

Yoga *http://www.yoga-autoconocimiento.net* A site for concentration and meditation [Exp #176.]

PERSONAL HOME PAGES

CARveat Emptor: Tricks of the Great American Car Deal *http //www well com/user/kr2* Lemon-proofing the great American car sales, lease and service deal for villag[illegible] [illegible] family [illegible]es Trunkloads of free info and references [Exp #176.]

Cool Stuff *http //www geocities com/SiliconValley/6555* Useful stuff for your PC, HTML links, animated gifs, Looney Tunes, and more cool stuff [Exp #176.]

Eric's KittyKat Korner *http //members.tripod com/~KittyKorner* RealAudio songs for cat lovers, pics of my orphaned and saved kitty's [Exp #176.]

GPF Avoidance *http //home.earthlink net/~khro nos* Century cable gripes, Carl Sagan, Hodgkin's disease, hyperlinks and more [Exp. #176.]

It's [illegible] Wonderful World *http //www itw-lmc com/kindness htm* For people who are interested in creating a safe and trusting world for all people [Exp #176.]

Mark L. Falconer Film Page *http //members aol com/MFalc1/home.html* Reviews of current films [illegible] videos. Occasional commentary on the industry [Exp #176.]

Phil Walsh Home Page *http //kspace com/walsh* Based in Canyon Country, CA Phil Walsh is a freelance artist [illegible] does graphics animation design and the fine [illegible] [Exp #175.]

World Wide Pet Names Project *http //www wellwell well com/petnames* Browse thousands of unique pet names Add your [illegible] favorites Make your pet [illegible]rld famous! [Exp #176.]

GOVERNMENT/ POLITICS

Biodiversity Forum Dis- [illegible] Nature Conservation Online *http //real geog [illegible] edu/bioforum/home* [illegible] Biodiversity [illegible] is a [illegible] [illegible] [illegible] [illegible] you to [illegible] [illegible] [illegible] to [illegible] diversity loss and conservation It is designed [illegible] serve public education exchange, and opinion research objectives [Exp #176.]

Bureau Economique en France *http //www cotedivoire co* Site officiel du Bureau Economique Paris and Washington [Exp #174.]

Corporate Watch *http // [illegible] corpwatch org* As all the Fortune 500 companies jump onto the World Wide Web bandwagon who's keeping an eye [illegible] them? Corporate Watch is! [Exp #175.]

First Amendment Center *http //www fac.org* Congress shall make [illegible] law respecting an establishment of religion, or prohibiting the free exercise thereof, or abridging the freedom of spe[illegible], or of the press, [illegible] the right of [illegible] people peaceably to assemble, and [illegible] petition [illegible] government for a redress of grievances [Exp #175.]

Health Finder *http://healthfinder gov* Designed to provide consumers with easy access to the widest range available of online, accurate, up-to-date health information from the US government and [illegible] many partners [Exp #174.]

Irish Trade Board's Internet Supersite *http //www irish-trade ie* Providing international buyers with comprehensive access to the sourcing capabilities of Irish companies Available [illegible] [illegible] languages [Exp #176.]

K9 Officer's Reference Page *http //www neosoft com/~jmsjm/index1 htm* A reference page for [illegible] enforcement canine officers [Exp #176.]

Ken's Communist Comics *http //www geocities com/Area51/2369/kcc.html* The only communist comics shop in California Our prices [illegible] Marxerific and the service is Maovelous! [Exp #174.]

Library Of Congress Information Bulletin *http // [illegible] [illegible] loc.gov/loc/lcib* [Exp #174.]

Mumia Abu-Jamal Web site *http //www mumia [illegible]* Learn more about Mumia Abu-Jamal [illegible] the latest updates on his case [Exp #176.]

Peacemaking [illegible] Crime *http //www westga edu/~jfuller/peace html* Peacemaking & [illegible], seeks to provide information about peacemaking in the US criminal justice system and about alternatives to the war on crime perspective Features include [illegible] items, [illegible] explanation of [illegible] perspective and links to related sites [Exp #176.]

Political Ecology Group *http //www igc org/peg* PEG is a multi-racial, volunteer-based organization working for environmental justice in the SF Bay Area [Exp #175.]

Secret FBI Files Web Site *http //www.crunch com/01secret/01secret htm* Thousands of secret FBI files, never before suspected [Exp #176.]

Social Development Web Site Of Pakistan *http //www digitalin com/devpak* Pakistan's first Web site on social sectors [Exp #174.]

US Consumer Information *http //www pueblo gsa gov* Find the latest information from more than forty US government agencies [Exp #175.]

User's Guide To The Declaration Of Independence *http //www founding com* Mainly for educational institutions, this site has 10,000 pages of essays, tracts, sermons, and other documents from the Founding Fathers [Exp #176.]

ARTS

[illegible] Odisho 3D Gallery *http //www2.inow.com/~mystery/gallery* A gallery [illegible] some nice original 3-D pictures Not many but will add [illegible] [illegible] [Exp #176.]

American Photographer In Spain *http //www angelfire com/ca/fotografo* Fine B&W photography and Spanish landscapes! New format with great photos, and Spanish links too! [Exp #176.]

Art Of [illegible] Sorts *http //www artofallsorts.com* Buy reproductions of the great masters online! Cezanne Chagall WuChin Gauguin Hiroshige Kahlo Klee Matisse Monet O'Keefe Van Gogh and more [Exp #176.]

Artist Roz Dimon *http //www users interport net/~rozdimon* This incredibly famous artist spins an ongoing tale [Exp #176.]

Cannonball Express *http //www best com/~canonb* A video project in-progress about urban firestorms fire safety and environmental issues [Exp #175.]

Digital Snapshot Of The Day *http //www kurz net* A photo gallery of digital photo snapshots Take a close look at the snapshot of the day, which is updated daily by Martin Kurz Everyday life gives us the best subjects [Exp #175.]

Gary Wagner Fine Art [illegible]tographer *http //www gary wagner com* Fine art photography [Exp #175.]

Golden Gate Gallery *http goldengategallery com* Modestly priced art prints and originals by noted California artists especially Don Irwin and Jane Gallagher [Exp #176.]

Native Hands Gallery *http //www nativehands com* The brainchild of Navajo [illegible]smith Jon [illegible] C Redhorse this new site is devoted to the history, techniques, materials and [illegible]ers of Indian silver jewelry [Exp #176.]

PhotoSphere Images, Ltd *http //www photosphere com* PhotoSphere offers professional royalty free stock images on CD-ROM covering people, places, nature, backgrounds and the economy View our images and order [illegible] [illegible] online [Exp #176.]

Selected Poems, 1997 *http //members [illegible] TerryMcCa[illegible]* A home page of enjoyable [illegible] and thought provoking poetry Updated [illegible] [Exp #175.]

Southwest Art Liquidation *http // [illegible] southwest [illegible]* American art [illegible] limited originals [illegible] more! [Exp #176.]

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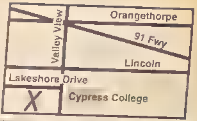

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- Interpolated Resolution. 900x9600
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SQ4800...$115

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- Interpolated Resolution: 4800x4800
- 32 Bit Twain Driver

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- 4.3GB Fujitsu Hard Drive w/Ultra DMA
- 24X CD-ROM Drive BTC
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- 64-Bit Sound Blaster AWE
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- 4.3GB Fuji[redacted] Hard Drive [redacted]
- [redacted] Drive [redacted]
- [redacted]
- 64-Bit [redacted]
- [redacted] 3D [redacted]
- [redacted]
- 56Kbps [redacted]
- [redacted]
- [redacted] CD [redacted]

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- [redacted] w/230 Watt P/S
- [redacted] Floppy [redacted] Tech [redacted]
- 1.2GB [redacted] Hard Drive
- [redacted]
- 104 Key [redacted] 95 Keyboard
- [redacted] Serial [redacted]

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Web Page Listings *continued*

Ted Alvy Cosmos Topper Home Page *http://pages.prodigy.com/FNJD74A* Art of 60s L.A underground radio, rebop, beatniks hipsters, hippies zoot horn rollo [Exp #175]

Wild Images By KKRimages *http://members.aol.com/denali33/cards/kkrimageshome.html* The site [redacted] about nature photography [Exp #176]

ENTERTAINMENT /LEISURE

Abercrombie & Kent *http://www.abercrombiekent.com* Adventure travel [Exp #176]

Across The Bay Tent And Breakfast Adventure Co. *http://www tentandbreakfastalaska com/* How [redacted] stunning Kachemak Bay. In South-central Alaska surrounded by rainforest mountains and glaciers on the Kenai Peninsula The only way to get to us [redacted] by water [redacted], air or tour boat. Fly direct [Exp #176]

Actual St. Louis *http://www.actualstlouis.com* An information showcase for and about St Louis, MO [Exp #176.]

Arctic Travel *http://www arctic-travel com* [redacted] travel guidebook that aims to [redacted] most comprehensive guide [redacted] the Canadian Arctic [redacted] online [Exp #176.]

Astrology [redacted] *http://onesky com/astrology* Find detailed information about your astrological sign, compatibility with others, and [redacted] horoscopes! [Exp #176]

Black [redacted] *http://www black-kat.com/blackmoon* Promotes appreciation [redacted] Japanese animation [redacted] showcasing cur-[redacted] art, and [redacted] #176]

Bright Spot [redacted] *getawaynow.com/bahia-lum* [redacted] Costa Rica—Bahia Luminosa beachfront [redacted] where our [redacted] the [redacted] [Exp. #176.]

Capt. Ted's Whooping Crane Tours *www.sirius.com/~sarabel/Crane.html* Vacation idea for the adventurous where to [redacted] to [redacted] the whooping crane. Includes sounds and footprints plus original art [Exp #176]

Carolina Corner *http://www.carolinacorner com* Features businesses, recreation and tourism in ten counties of Northwestern North Carolina [Exp #175]

Celebrate History! *http://www.celebratehistory.com* A new unique event for everyone who loves history—February 13-15 1998 South [redacted] Francisco, CA [Exp #176]

Cheat Sheet For Travelers *http://www oanda.com/cgi-bin/travel* A wallet-sized currency conversion table [Exp #176]

CineSecrets *http://www.CineSecrets com* Movie inside stories The source of unofficial *Star Wars* inside information plus the making of *Highlander Superman, Lifeforce, Krull*, and many others. [Exp #176.]

Comedy-O-Rama *http://www comedyorama.com* A great site filled with origi[redacted] free comedy RealAudio, comic strips, links, and more [Exp #176]

Da-Zone Download Station *http //www da-zone com* [Exp #175]

Dark Skies [redacted] **PlanetENZ** *http://planetenz com/darkskies* The official Web site of the Save Dark Skies Campaign [Exp #175]

David Patrick Ryan's Rivendell—The Music Of Enya *http://www.brodnet com/users/r_david/enya01* [redacted] Wherever beauty is to [redacted] found in this world, [redacted] can picture it quite vividly [redacted] listening [redacted] Enya's musical [redacted] at Rivendell [Exp #176]

Detroit's Woodward Dream Cruise Juke Box *http://www nexusit com/woodward/index html* Featuring [redacted] show and streaming music [Exp #176]

DJ14K's Tapes R Us *http://* [redacted] *Strip/Studio/4513* [redacted] selection of reggae soundsystem tapes and videos for sale/trade Also, check the sounds links, and the massive list! [Exp #176]

Dolphin Yacht Charters *http://www dolphinchar com* Cruise [redacted] in our sailboat yachts for your vacations in St Vincent Grenadines, Barbados, and other Caribbean islands [Exp #176]

DR's Sports *http //www signatures.com* The best "in-person" sports and celebrity autographs [redacted] the Internet [Exp #176]

DVD Source *http://www dvd-source com* Discount[redacted] DVD movies with an online catalog and searchable database [Exp #176]

Earthquake City BBS *http://members tripod com/~eqcitybbs/index htm* Earthquake City BBS. Computers By Candlelight (radio show), Chrome Oxide music collector pages, lots of links [Exp #176]

Empire Cigar Company *http://www empirecigar com* The finest in premium cigars and cigar-related accessories [Exp #176]

Film Production Advertising Television Commercial International *http://www dragonslayer com.au* Virtual showcase [redacted] our spots. [Exp #176.]

Flapper Station *http:// www sns com/~rbotti* Take a step back [redacted] time, [redacted] to the 1920's when cars had running boards and gangsters were running Gin! Links to [redacted] Music Autos Silent Film and Radio [redacted] the Roaring 20s [Exp #175]

Fort Payne Alabama City Limits *http://www.fortpayne.com* Great pics and overview of this scenic community [Exp #176]

Gold Club Casino *http://* [redacted] *goldclubcasino com/* The ultimate online gambling experience [Exp #176]

The Hitmen *http://www rootsworld com/hitmen/* [redacted] Hitmen a music group [Exp #176]

HOF Memorabilia *http://* [redacted] *hofmemorabilia com* Specializing in authentic [redacted] [Exp #176]

Hotels And Condos, Reservations Service For The Cayman Islands *http:// www.silvanaus com* Caribbean Dreams—destination management and reservations [Exp #176.]

J & S Ranch *http://jsranch org* A premier horse boarding training and sales facility [Exp #176]

[redacted] **Mobile Entertainment Services** *http //pw2.netcom.com/~lilalynn/KARAOKEZONE html* KJ's/DJ's, vocal acts, photographer, etc karaoke show listings and equipment distributor [Exp #175.]

Main Events Online *http://www.mainevents.com* Main Events is one of the largest boxing promotional firms in the world [Exp #176.]

Maui Island Currents *http://www islandcurrents.com* A feast of regularly updated information on and culture dining, activities, and events [redacted] paradise called Maui [Exp. #176]

Mirimar Cruises *http://www mirimar com* Mirimar Cruises of Brisbane, Australia, has a long and proud tradition [redacted] service to the people of Brisbane [redacted] to the many thousands of visitors who grace [redacted] lovely city every year [Exp #176.]

Monterosa Italian Paradise *http://www monterosa com* About skiing and vacationing in Monterosa [Exp #176]

Music Mayhem *http://www.geocities com/Colosseum/Loge/7605/* This site is for alternative a[redacted] Ska music fans! [Exp #176]

Never Forget Again! Lifetime Reminder Service *http://home.cwnet com/remindme* [Exp #176.]

Nothing But Golf *http:// www NothingButGolf* [redacted] Golf contests trivia, discussions jokes tournaments, [redacted]ules [redacted], resources, handicaps Hole-in-One registry and more [Exp #176]

NRR, [redacted] *http://www newrealm com* Music production [redacted] its finest [Exp #175.]

Online Sports League Information [redacted] **Communication Manager** *http://* [redacted] *sportsdataonline.com* A faster, easier, and more efficient way of managing your sports league [Exp #176.]

OnVideo *http //www cyberpod com/cyberpod/onvideo htm* A complete home video guide to current and forthcoming movies released [redacted] tape [Exp #175.]

Orange County Info *http://www inorangecounty* [redacted] This site is updated daily and has Orange County specific info [redacted] entertainment, arts [redacted], etc [Exp #176]

Orchid13 *http://www orchid13.com/* Photography, poetry, weird [redacted]. wav files, David Bowie page [Exp #176]

P&S Records *http://www psrecords.com* Princess and Saint Records, the Internet's only full-service record company [Exp #176]

PASS Hockey enterprises, Inc. *http://passhockey.com* Hockey skill development. [Exp #176]

Round Flat Records *http://www roundflat.com* [Exp #176]

Royal Vacations, Inc. *http://royalvacations.com* [Exp #175]

Salt City Athletics [redacted] *http //www wingchun net* Featuring Ling Wood Chuan Wing Chung Kung Fu, Balintawak Arnis, kickboxing, and boxing [Exp #176]

Smartweb [redacted] **Paris** *http://www smartweb fr* Guide [redacted] virtual visit [redacted] Paris, [redacted]e-ums [redacted]ls, shopping, and fashion [Exp #175]

SmokiesOnline *http://www smokiesonline.com* Your internet resource [redacted] planning a Smoky Mountain vacation [Exp #176]

SongHits.com *http://www songhits.com* Full-length hit songs in streaming RealAudio [Exp #176]

Space Adventures Web *http://www.spaceadventures com* Your space travel agency bringing space tourism to the world! [Exp #176.]

Spacecraft Model Kits *http://www.scikits com* Order Spacecraft Scale Model kits online at [redacted] cost! [Exp #176]

***Star Wars* Episode 1** *http //www starwars com/episode-i* Information about the *Star Wars* prequels Episode I is due in May 1999 [Exp #176]

SurfBike: Cycling On Water *http //www surfbike ca* A fun innovative and environmentally friendly new watersport. [Exp #176]

Teams of the World *http //www islandia is/totor* A football (soccer) club database that continues to grow [Exp #176]

Telery *http //www telery com/public/default htm* A place to chat play games and have fun with your friends! Live chat a casino online games free email and homepages! [Exp #176]

Tom Clancy Politika Web Site *http //www politika power-plays.com* Learn more about Tom Clancy's latest paperback book *Power Plays Politika* Test your knowledge of Russian history, geography, and culture in the Politika Challenge and chat with other Tom Clancy fans [Exp #176]

The Tour-Biz [redacted] *//homel gte net/tstudios/e-book html* Travel the world for free! New book in computer format explains how to build sell and manage a successful tour [Exp #175]

Twinkling Star Casi[redacted] *http //www twinklingst* *no com* A complete v[illegible] casino with slot machines poker and black jack tables [Exp #176]

Wizard And Glass Web Site *http //www darktowerIV com* Wizard and Glass is the fourth volume in Stephen King's epic Dark Tower series [Exp #176]

Yanahurco—Ecological Res[redacted] *http //www yanahurco com ec* [redacted] private ecological reserve for eco tourism including fishing [illegible] horseback riding [illegible] watching and camping The Galapagos of the Andes 60 miles from Quito Ecuador [Exp #175]

Yoli Gim *http //www* [illegible] *gim.com* You Gim the [illegible] virtual [redacted] offers [illegible] [redacted] [illegible] and get [illegible] [Exp #176]

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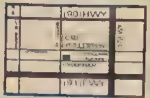

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14" [illegible] SVGA Monitor
W95 Keyboard
Mouse w/ Pad
16X Speed CD-ROM
YAMAHA 16-bit 3D Sound Card
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Super [illegible] Tower 230watt
15" [illegible] SVGA Monitor
W95 Keyboard
Logitech FirstMouse w/ Pad
16X Speed CD-ROM
SoundBlaster Vibra16 Sound
90 Watt Speaker [illegible]
33.6 Internal V[illegible] FaxModem
1034 Title 10 CD CyberPack
MS-Windows95 (CD [illegible] Manual)

K6-166 $939 [illegible]
P-166X $949 [illegible]

DESKTOP 4 — CYRIX [illegible]

Triton VX Chipset Main Board
[illegible] EDO DRAM
512K Pipelined Burst Cache
2.5GB EIDE UDMA Hard Drive
1.44MB Floppy Drive
[illegible] Virge [illegible] PCI VGA
4MB EDO DRAM Video
Super Mini Tower 230watt
15" .28 SVGA Monitor
Keytronic [illegible] Keyboard
LogitechFirstMouse w/Pad
[illegible] Speed CD-ROM
Sound Blaster [illegible]ra 16Sound
240 Watt Speaker Set
[illegible] Internal Voice FaxModem
1034 [illegible] CD CyberPack
MS-Windows95 (CD Manual)

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K6-200 $1033 $50/mo.

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1.44MB Floppy Drive
ATI 3DXpression+ PCI VGA
[illegible] SGRAM Video PC2TV
Super Mini Tower 230watt
15" [illegible] Monitor
KeyTronic [illegible] Keyboard
MS Mouse w/ Pad
24X Speed CD [illegible]
Sound Blaster 32PNP Sound
240 Watt Speaker [illegible]
56K Internal Voice FaxModem
[illegible] Title 10 CD CyberPack
MS-Windows95 (CD [illegible] Manual)

K6-200 $1165 [illegible]
P-200X $1180 $58/mo.

DESKTOP 6 — P5-200/233 MMX

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32MB EDO DRAM
512K Pipelined [illegible] Cache
3.5GB [illegible] UDMA Hard Drive
1.44MB Floppy [illegible]
ATI 3DExpression+ PCI VGA
4MB SGRAM Video [illegible]
Full T[illegible]
17" .28 [illegible] Monitor
MS Natural Keyboard
MS Mouse w/ Pad
24X Speed CD-ROM
Sound Blaster 32PNP
240 Watt Speaker Set
56K Internal Voice FaxModem
1034 Title 10 CD CyberPack
MS-Windows95 (CD [illegible] Manual)

P-200X $1384 $67/mo.
P-233X $1479 $72/mo

DESKTOP 7 — [illegible]

Triton TX Chipset Main Board
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512K Pipelined Burst Cache
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1.44MB Floppy Drive
ATI 3D Pro Turbo PCI VGA
4MB SGRAM Video
ATX Med Tower 250watt
17" .28 SVGA Monitor
MS Natural Keyboard
[illegible] PS/2 [illegible]use w/Pad
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P-233X $1755 $85/mo.

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1.44MB Floppy Drive
ATI Expert@Work AGP VGA
4MB SGRAM Video Card
ATX [illegible] Tower 250watt
17" .28 SVGA Monitor
MS Natural Keyboard
[illegible] IntelliMouse w/ [illegible]
24X Speed CD-ROM
Sound Blaster AWE64 [illegible] Sound
AltecLansing ACS45 Speaker Set
[illegible] 56K [illegible] FaxModem*
[illegible] Title [illegible] CyberPack
MS-Windows95 (CD [illegible] Manual)

PII-233 $2109 $102/mo.
PII-266 $2225 $109/mo.

DESKTOP 9 — PENTIUM II - 266 / 300

ASUS P2L97 LX Chipset ATX Board
128MB [illegible]
[illegible] Internal Cache
6.4GB UDMA EIDE H[illegible] Drive
1.44MB Floppy Drive
ATI Expert@Work AGP VGA
8MB SGRAM Video Card
ATX [illegible] Tower 250watt
17" .28 [illegible] Monitor
MS Natural Keyboard
Microsoft IntelliMouse [illegible]
24X Speed CD-ROM
Sound Blaster AWE64 3D Sound
AltecLansing ACS-48 Speaker Set
USR 56K Internal Voice FaxModem*
1034 Title 10 CD CyberPack
MS-Windows95 (CD & Manual)

PII-266 $2597 $128/mo
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Video Conferencing Kit (Color Camera, [illegible] Card, Software)	$165
HP 7110i CDR/CDRW EIDE [illegible] (Internal EIDE,CD-R/CD-RW 2X-Write 6X-Read)	$380
Creative [illegible] Encord PC-DVD Drive (20XCD/2XDVD,MPEG-2 Dolby AC-3,TV output)	$349
EPSON Stylus600 Color Inkjet Printer (1440dpi, 6Page/Min)	$249
Hewlet Packard 5LXtra LaserJet Printer (600dpi, 4Page/Min)	$310
MATROX Rainbow Runner Studio Card (Video editing, video conferencing, PC to TV output, video capture & hardware MPEG)	CALL
AGP Graphic Card	CALL

LAPTOP UPGRADE

Cirrus Logic 33.6 PCMCIA Modem	[illegible]
PCMCIA [illegible] Modem Fax Card	$125
Megahertz X-Jack 33.6 [illegible] Modem**	$205
Megahertz X-Jack 56K [illegible] Modem**	$210
Generic Network [illegible] Card (Du-Port)	$75
PCMCIA Mpeg Zoomed Video Card	[illegible]
Iomega External Parallel ZIP Drive (include one 100MB cartridge)	$138
Iomega External DITTO 3.2GB Drive (not include tape)	[illegible]
Iomega External JAZ Drive (include one 1GB cartdrige, [illegible] kit for parallel port connection)	$375
Iomega [illegible] Traveller [illegible]	$42

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Small Office/Home Office

continued from page 88

is one of Business Map's most useful functions. In the tutorial, ESRI shows you how to compare counties with certain age distributions with your dealership database. You could use such [illegible] map to find out where you have too few or too many franchises for age-specific products. They also use a local street-map to find high-and-low crime areas. Because the program lets you transform numeric information from databases to regional maps, you can use it to illustrate almost anything for which you have data. The areas for which you can color-code include states, counties, cities, three-digit ZIP codes and five-digit ZIP codes.

Business Map also has [illegible] charting function. You can use it to convert database information into eighteen different kinds of charts. This [illegible] almost-useful function. It allows you to chart any information that you already have in your database against any other information you have in your database, and that is [illegible] good thing. If you have the donations your members have given you, for instance, you can chart contributions vs. members.

What you cannot do is chart the total amount given by all the members in a state, unless you have created such [illegible] database in some other program. This is quite frustrating, because Business Map does calculate this information for itself, to do the color-coding. I cannot understand why ESRI has not made this cross-tabbing function available to the end-user. I hope it will appear in a future version.

There are one or two additional bells and whistles. You can measure distance between any two points on the map. As this is straight-line distance, the function is useful mostly for flyers. If our membership is coming by private plane to view the gardens, I can tell them that Business Map says it is about 160 air miles from SFO to Fresno, and about 820 to Denver.

[illegible] This For You?

The primary value of Business Map is its ability to convert tabular information into a picture. In this trial for our fictitious Architectural Groupies' association, we made local and regional maps to guide them [illegible] a meeting. We found where our members lived. We noted that any kind of numerical database information can be converted into a color-coded map, and that to some degree you can go from [illegible] database back to a map. It is possible to overlay a wide variety of map sub-divisions, [illegible] display databases on the maps as color-codes.

If your business needs this kind of display, the program will pay for [illegible] very quickly. If you team the program with a good database that can produce the cross-tabulations and other calculations omitted from [illegible] version, you will be one happy primate indeed. You will be [illegible] to convert tabular [illegible] visual data and back, both as maps and as charts, and use [illegible] the strengths of each style of understanding information. ■

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RESOURCES:

Business MAP, $99.95

ESRI

1-800-465-6974

URL: http://www.esri.com

Street Atlas USA, v5, $54.95

DeLorme

1-800-227-1656

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Quantity / Choices
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My Budget For System Is ○ Under $1000 ○ $1000 to $1999 ○ $2000 to $2999 ○ $3000 to $3999 ○ $4000 to $4999 ○ Over $5000
Call Me For [illegible] More Detailed Quote ○ Quote Me For Selected Upgrade/Peripherals Choices Only ○

STEP TWO: SYSTEM CONFIGURATION: ○ INTEL ○ PENTIUM ○ PENTIUM MMX ○ PENTIUM PRO ○ PENTIUM II ○ DUAL CPU'S
○ MACINTOSH ○ MACPOWER BOOK ○ MacCLONE ○ AMD ○ CYRIX

CPU MHz & SPEED: ○ 5X86 ○ 6X86 ○ K-6 ○ Quadra ○ PowerPC
○ 266 ○ 233 ○ 200 ○ 180 ○ 166 ○ 150 ○ 133 ○ 120 ○ 100

BUS TYPE ○ PCI ○ VLB ○ EISA ○ ISA

CACHE ○ 64K ○ 128K ○ 256K ○ 512K

RAM: ○ EDO ○ [illegible] ○ 4MB ○ [illegible] ○ 16MB ○ [illegible] ○ [illegible] ○ 128MB

MONITOR: ○ SVGA ○ VGA ○ [illegible] ○ 26 DPI ○ 14" ○ 15" ○ 17" ○ Non Interlace ○ [illegible] DPI ○ 20" ○ 21" ○ Multisync

HARD DISK DRIVE: ○ 100MB+ ○ 800MB+ ○ 1GB+ ○ 2.5GB+ ○ 4GB+
○ IDE ○ SCSI ○ ZIP DR ○ JAZZ ○ 2GB+ ○ 3GB+ ○ 6GB+

FLOPPY DRIVE: ○ 1.44MB and/or ○ 1.2MB

FAX MODEM ○ Internal ○ External ○ 33600bps ○ 56000bps ○ 28800bps

CASE TYPE: ○ Mid Tower ○ Desktop ○ Full Tower

VIDEO CARD RAM ○ 512KB ○ 1MB ○ 2MB ○ 3MB ○ [illegible]

POINTING INPUT DEVICES: ○ Any Mouse ○ [illegible] Mouse ○ Keyboard ○ Serial ○ Bus ○ PS2 ○ Trackball ○ Joystick ○ [illegible] Point ○ Pen

OPERATING SYSTEM NEEDED ○ Windows [illegible] ○ OS2/Warp ○ Win NT ○ Mac ○ UNIX ○ DOS/Windows 3.11

STEP THREE: MULTIMEDIA UPGRADE ○ Please Add To Step 1 & 2 Quotation ○ Please Quote Me Separately

CD ROM DRIVE: ○ Internal ○ External ○ IDE ○ SCSI
○ 8X ○ 10X ○ 12X ○ 16X ○ 20X
CD ROM TITLES INCLUDED: ○ 1-5 ○ 5-10 ○ 11+

○ BRAND NAME ○ No Brand Name Preference
CD ROM Brand Name and Model Number: ____

SOUND CARD ○ 16Bit ○ 32Bit ○ 64Bit

SPEAKERS ○ Less Than 25W ○ 25 to 50W ○ 50 to 75W ○ More Than 75W

STEP [illegible]CTION - Please Note You Must Make Choices In Steps 1 & 2 To Complete Step 4

SCREEN TYPE: ○ 10" ○ 11" ○ 12" ○ 13" ○ Active Color ○ Dual Scan

PCMCIA SLOT ○ Type II ○ Type III ○ Type IV

○ Audio Capable ○ Fax [illegible] ○ Docking Station ○ Extra Battery ○ CD/MultiMedia

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STEP FIVE: NETWORKING NEEDS: ○ Please Contact Me on My Networking Needs Indicated Below
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○ Users 2 to 10 ○ Users 10 to 50 ○ Users Over 50 ○ Lantastic ○ Apple Talk ○ Novell ○ MS NT

STEP SIX: UPGRADES & PERIPHERALS: ○ Ink Jet Printer ○ Tape Backup ○ Accelerator ○ Digitizer ○ Laser Printer ○ Color Printer ○ Dot Matrix Printer ○ Flat Bed Scanner ○ Hand Scanner

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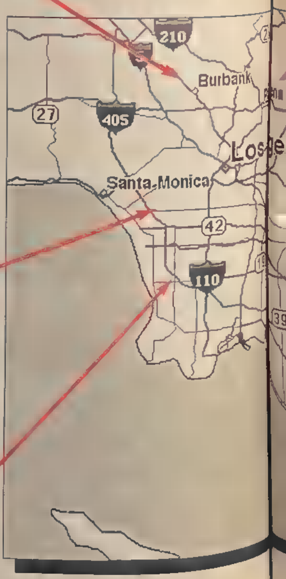

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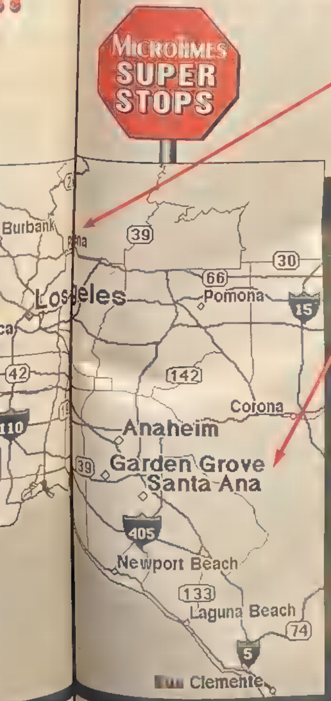

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Riven is not for agoraphobes or claustrophobes; neither is [illegible] for those who are afraid of water. You'd better be at least virtually fit enough to climb seemingly endless ladders; cross numerous exposed catwalks, bridges and rickety walkways; crawl through several [illegible] and damp passageways, pipes, tubes and [illegible], and while you won't have to swim anywhere either virtually [illegible] actually, you'll have to navigate a submarine and often be otherwise close to water.

It's not all brute physical strength and endurance, either. You'll have to keep your eyes open at all times, frequently for tiny and obscure details, while constantly calculating just what it is you're supposed to do to get beyond the latest frustrating obstacle that has appeared before you—obstacles that usually require you to go back to some place you've already been to twist some knob, shift some lever, [illegible] push a button. So you'd better also have some patience along with a bit of mechanical aptitude and some mental agility.

Is it all worthwhile? As the hours melt into the night, you should pause to seriously wonder just what it is you're doing and why. After all, *Riven* is only [illegible] imaginary world, one made up by other humans, one of thousands available to us via books, other computer games, television, movies, even plain audio-only CDs and radio. But most of those media will keep you entertained for an hour or two, maybe a good book will last for a couple of weeks if you put it down for real life. *Riven*, however, looks set to repeat *Myst's* addictive qualities. It's certainly selling at a faster rate than *Myst* did in its early days, with 100,000 copies sold in its first weekend and about 300,000 sold [illegible] before the great post-Thanksgiving Christmas sales splurge.

Without doubt, *Riven* looks absolutely magnificent. Just as *Myst* raised the bar for the appearance [illegible] computer games, so [illegible] *Riven*

BY JONATHAN E.

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Ashtek

SERVICE

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- 15" Monitor

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AMD K6-200	**$899**
Cyrix P-200	**$777**

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- SVGA 3D PCI 4MB
- 104 Keyboard
- 2 Button Mouse
- 17" Monitor
- Corel Perfect Software CD
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- Matrox Mystique [illegible] MB
- 57.6 Fax/Modem w/Voice
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- 104 Keyboard
- Mouse
- 17" Monitor
- Lotus Smart Suite
- 500 Games & Utilities CD

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RIVEN! *continued*

The textures are light years beyond the tiled superficial sheen or blocky generated polygons seen in most computer games, they're quite utterly gorgeous, the very highest-quality eye candy, and for good reason. They have a life, a deep sense of rootedness in some sort of ultimate reality. That's because they are indeed rooted in an ultimate reality—originating from various sources in the real world, primarily from photos of rocks, rusted metal, and tree bark shot in the environs of Santa Fe. They're not tiled much either, heightening the effect of earthy natural roughness. The treatment of water is also remarkable. It flows, shifts and shimmers; you can see through it to the creatures, rocks or other objects underneath, but their outlines blur and reappear as the water moves.

Without doubt, *Riven* looks absolutely magnificent. The graphics are quite utterly gorgeous, the very highest quality eye candy, and for good reason. They have a life, a deep sense of rootedness in some sort of ultimate reality.

The attention to detail throughout *Riven* is remarkable. When a drawbridge drops into place, its planks quiver from the impact, a rotating wall doesn't just stop, it shudders to a halt. However, the overall effect is not just photorealistic, it's more. It's better, lending at once an air of credibility and a sense of the fantastic that becomes *Riven's* milieu, an atmosphere of deep and magical secrets that nonetheless are based on the lifelike physical properties of objects.

Those physical properties mostly coincide with what we expect from similar objects in our world—but not entirely. Water in *Riven* has some very interesting differences from what we're used to, although it can be boiled to make steam and provide power just as was once common here. While there are also things we're not used to and that don't seem perhaps quite right—for example, I can never believe that all those tunnels and passageways fit inside those lumps of rock—*Riven* easily establishes its existence as a world to be explored. We'll discuss whatever else it might be, but, at a very basic level, it just is—a world awaiting you, a world that should intrigue you if you have any curiosity at all.

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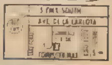


THE SECRETS OF RIVEN REVEALED

Like this world for most people. *Riven* makes you work, really work at getting anywhere with it. The puzzle-solving is intricate and ingenious. Even with *Riven*'s multiple pathways, you have to find your way through a daunting array of head-scratchers before you get to the real action—and, as near as I can tell, you have to have passed through nearly every one of those multiple pathways before you can complete your task. Particularly impressive is the way the style and elements of the puzzles fit snugly within the overall context of *Riven* and its events, whenever they may have actually occurred.

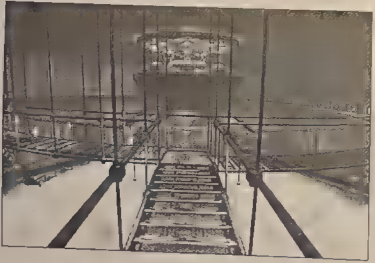
But even as I was exploring *Riven*, admiring its scenery, considering all the ramifications of its plot and the maze of options thrown up by its convoluted topography, I was hungry for something else. It was that question of when things occurred.

I'd better be the first to admit that I'm not in *Riven's* primary audience, because any reader would be justified in pointing out that my sympathies are not entirely aligned with those of the typical Rivenite. It really comes down to how one wishes to spend one's time. For the most part, traditional storytelling media, in theory [redacted] least, take you on [redacted] magic carpet ride of excited narration or fantastical abstraction with minimal effort [redacted] your part. In *Riven*, you don't get taken anywhere without plenty of mouse action coupled with pretty intense cognitive processing.

Surely that cognitive processing is a big part of *Riven's* appeal for its audience. However, the activity required to get anywhere within the story disguises the fact that the story itself is pretty slim.

Oh, sure, the grand scheme of the universe of *Myst* [redacted] *Riven* is [redacted] too shabby, perhaps even on a par with such imagined universes as Tolkien's *Lord Of The Rings* or Lucas' *Star Wars*. Obviously, the elements of father-son conflict, the father's imprisonment of his daughter-in-law, the use and abuse of technology, and the quest to find the means to [redacted] the world res- [redacted] on the traditional mythological level. The piled-up details supporting each of [redacted] imagined universes, the history, the culture, the physical [redacted] biological attributes, are comparable in their richness.

However, not much actually *happens* in *Riven* as you experience it—characters do not develop before your eyes, events do not rush by; the plot does not turn on a dime, except, perhaps, if you have failed to complete a task or solve a puzzle, at the very end. Even then, it's not so much that the plot turns as that events [redacted] just different. In short, both *Lord Of The Rings* and *Star Wars* provide [redacted] much more visceral, exciting and emotionally transporting experience, while you pretty much have to plod through *Riven*, irresistible as that plod may be.



For the most part, traditional storytelling media take you on a magic carpet ride of excited narration or fantastical abstraction with minimal effort on your part. In *Riven*, you don't get taken anywhere without plenty of mouse action coupled with pretty intense cognitive processing.

This is not to take away from *Riven* itself, [redacted] much [redacted] to point out a difficulty with the whole concept of computer-based interactive storytelling. Other interactive stories tend [redacted] rely on multiple branching points where the user or player makes [redacted] decision about what his or her character does. Perhaps the actions of other characters might change, depending on the programming behind the machine or on the decisions of other players. The story actually unfolds in segments before the player's eyes, with the outcome of the plot becoming different as decision points are reached.

One catch with this approach is that this produces neither very good game play or exciting storytelling. The player becomes a viewer intermittently making decisions, rather than a player intensely and continually involved in the action. These breaks in the action also make for a problem in sustaining the suspension of disbelief so necessary to keeping the audience in the flow of events—the essential practice of effective storytelling in traditional media (without commercial breaks!).

Another difficulty with branching-point interactive storytelling is that characters tend to be inconsistent (because they're directed by events rather than directing events) and such things as dialog become extremely stilted. These are vastly difficult story-construction problems that must be addressed even before we consider the technical difficulties of writing code and the practical limitations of today's processors. Traditional action computer games adapt to today's processor speeds by basically dispensing with character completely, or relying entirely [redacted] the player's character in his or her approach to the game play—but then they aren't really trying to tell character-based stories anyway.

Riven attempts to bridge this gap between processor and plot by taking place at a sort of mid-point, where basically everything has happened before you get to it, the characters have done their various things, but you don't get to see them do them. Rather than seeing what's happened, you must figure out how to get past the obstacles that those events have placed in your path.

Ninety percent of the story [redacted] already laid out; all you have to do is unlock a series of puzzles to get to the endgame where things actually happen. The problem with this is, of course, that just as with any shoot-'em-up or racing game, there still aren't any traditional story elements of character development and plot. The story

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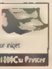

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RIVEN! *continued*

remains pretty slim, although, within *Riven*, when you read the various journals you might find, it becomes fleshed out with at least some technical detail.

When you get to the end of *Riven*, characters do appear and the style of play becomes basically a simple branching plot. The traditional problems rapidly become apparent. You, the player, say nothing (how could you?) while the *Riven* characters make long speeches, present you with an option or two, and then disappear off stage. By now, there's little character left to be developed; you're basically just getting a first-hand glimpse of what you've already read about in a journal or seen in some tableau. In some ways, moving, speaking human figures become the ultimate eye candy in this world.

Uncovering and understanding what has already happened is obviously appealing to certain personality types, particularly those who wallow in such mythopoeic worlds. Luckily, for the Riveners of Cyan, that set appears to overlap the set of people that like solving puzzles. And that is actually where *Riven's* success and solution to the problem lies.

Riven is neither a story, not that it really claims to be, nor a game, as it is often categorized. Rather, as the Miller brothers have stated all along, it's a world for you to explore—albeit one with a tale, slim as it may be, attached along with interactivity in the best place of all, between your ears, the place where all good media provoke interactivity.

RIVEN IN THE WORLD

The sound of *Riven* [illegible] a key ingredient in its credibility [illegible] a media world, new or otherwise. Just as with film and television, the music is both completely unobtrusive and also quite essential for atmosphere. Likewise, themes and motifs [illegible] used repeatedly in the [illegible] places but, depending [illegible] the stage of the game, they may be more urgent or ambient. Besides music, there's [illegible] enormous array of sound effects for the various machines, animals, and different environments. It fully lives up [illegible] the high standards of the visuals. As with *Myst*, sound also plays a role in some of the puzzles.

Generally, *Riven* [illegible] built on much the [illegible] model as *Myst*. It's an extension, an elaboration of that world. The favored concept at Cyan [illegible] that *Myst* is to *Riven* as *The Hobbit* is to *The Lord Of The Rings*. That seems accurate enough, although I think it also means that there's not such an element of surprise or novelty as some might like. Certainly, when you begin *Riven* you're not nearly as mystified (sorry) as at the beginning of *Myst*. Things like the interface and the whole thrust of what you're supposed to be doing can be taken for granted.

Read the requirements carefully and, if your machine isn't up to snuff, buy a new one—the wide world of *Riven* is worth it.

One fine thing about *Riven* is that it encourages activity that [illegible] not destructive in nature. I would strongly discourage a child of mine from spending time with *Quake* but, not only couldn't I object to *Riven*, but I would be pleased to see the child's problem-solving abilities being exercised.

Riven [illegible] not set up to be a multiplayer game; [illegible] fact, it's basically a very solitary experience, but more than one cooperative person at a screen seems to make some sense. Beyond that familial or friendly prospect, *Riven* also has a substantial Web presence, some of which might be considered community oriented. The official site at *http://www1 riven com/home html* offers a lot of public-relations style information, including some pages on technical details of the making of *Riven*, along with some marketing hoopla.

A good place to start a wider exploration of *Riven* resources is *http://www.gl currie.com/mystpage.html*, which has links to loads of other sites plus plenty of its own Rivenalia.

Finally, be warned that all that eye candy and game play comes at a price. *Riven* comes on five CD-ROMs (which I think may actually have something to do with the D'ni numbering system that plays such an important role in understanding many of *Riven's* puzzles rather than just being a function of the vast quantity of media). More importantly, you'll need a moderately healthy and recent machine, particularly for the generous animations, some of which are quite astounding, and smooth sound play. Minimum requirements are for a 4x CD-ROM drive, 90MHz and 9MB of free RAM for a Mac or 100MHz Pentium and 16MB of RAM on the Windows 95 side. I ran it on a considerably beefier system and it still choked on occasion. Read the requirements carefully and if your machine isn't up to snuff, buy a new one—the wide world of *Riven* is worth it even with a slim story. ■

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RESOURCES:

Riven

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Created and developed by Cyan, Inc.

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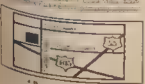

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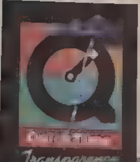
QuickTime 3.0

The Multiple Media Layers



An innovative software architecture [illegible] sometimes be the golden spike that advances a new digital era. Just as in the 80s, Adobe's PostScript combined with Apple's Macintosh-driven LaserWriter printer supported desktop publishing, Apple's QuickTime has served as the programming linchpin for cross-platform multimedia applications.

TV Technology magazine cites 1991 as "the time frame when Apple announced QuickTime—thus beginning the desktop video revolution." *NewMedia* magazine says that today "over 50% of all Web video [illegible] QuickTime."

From the beginning, QuickTime has made it possible to create, integrate, and publish all types of digital media, and for software applications to work with [illegible] wide variety of file formats and encodings in a smooth and consistent way. With its built-in synchronization, QuickTime makes [illegible] easy to synchronize sound, video, music, and other data tracks to a common [illegible] base.

Multimedia today [illegible] [illegible] more media forms and formats than it did in 1991, whether you publish [illegible] video tape, CD-ROM, or the Internet. QuickTime standardizes access to software-based and hardware-accelerated effects features within an open, scaleable, and extensible architecture.

MULTIMEDIA ON THE QT

The beta of the new QuickTime 3.0 was just recently made available, and the final version was due by [illegible] end.

The QuickTime 3.0 architecture is composed of three distinct elements: the QuickTime Movie file format, the QuickTime Media Abstraction Layer, and a rich set of built-in QuickTime media services. This includes video, sound, graphics, animation, text, music/MIDI, MPEG, sprite, 3-D and VR.

QuickTime Movie is a powerful container format that makes it possible to store not only individual media assets such as video frames or audio samples, but also a complete description of the overall media composition. The QuickTime Media Abstraction specifies how software tools and applications can access the set of media support services built into QuickTime and specifies how hardware can accelerate performance-critical portions of the QuickTime system. At the same time it outlines the means by which component software developers can extend and enhance the media services accessible through QuickTime.

continued on page [illegible]

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LifeBook 585Tx	P/233 mmx	32	4GB	12.1" TFT	20 X	33.6	$3549.00
LifeBook 656Tx	P/150 mmx	16	2GB	12.1" TFT	16 X	33.6	$2749.00
LifeBook 675Tx	P/200 [illegible]	32	3.2GB	12.1" TFT	20 X	[illegible]	$4449.00
LifeBook 735Dx	P/133 mmx	16	1.6GB	12.1" DSTN	20 X	[illegible]	$1749.00
LifeBook 755Tx	P/150 [illegible]	32	2GB	12.1" TFT	20 X	[illegible]	$2549.00
LifeBook 765Tx	P/166 [illegible]	32	3.2GB	12.1" TFT	20 X	56K	$3249.00
LifeBook 985Tx	P/233 mmx	32	5GB	13.3" TFT	20 X	56K	$4949.00

IBM

Model	Processor	RAM	HD	Display	CD	MDM	Price
ThinkPad 310ED	P/133 mmx	16	1.6GB	12.1 [illegible]	[illegible] X	-	$1949.00
ThinkPad 380D	[illegible] mmx	16	2.1GB	12.1 [illegible]	8 X	-	$2669.00
ThinkPad 365XD	P/133	40	1.3GB	11.3" TFT	6 X	-	$1999.00

TROGON

[illegible]	Processor	[illegible]	HD	Display	[illegible]	[illegible]	[illegible]
[illegible]	P/166 mmx	16	2.1GB	11.3" [illegible]	16 X	33.6	$1799.00
Q12	P/166 mmx	[illegible]	2.1GB	12.1" TFT	16 X	[illegible]	$2199.00
Q13	P/166 mmx	24	2.1GB	[illegible]	20 X	[illegible]	$2599.00
Q13	P/2[illegible]	32	[illegible]	13.[illegible]	[illegible]	56K	$3199.00
S14	P/233 mmx	32	3GB	14.2" TFT	20 X	56K	$3799.00

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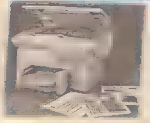

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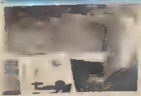

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QUICKTIME 3.0

continued from page 214

CROSS-PLATFORM: QUICKTIME DOES WINDOWS, INTERNET AND MORE

In the spirit of today's new alliances, the full range of QuickTime 3.0 media creation, editing, and publishing is now available on the Windows 95 and Windows NT platforms, in addition to MacOS.

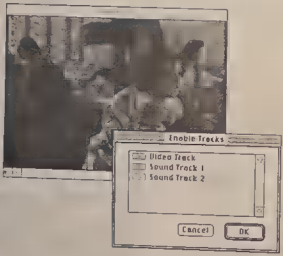
Mitchell Weinstock, senior QuickTime product manager, says: "The way the features are implemented will probably surprise some people on the Windows side, because they've never seen all these editing and filtering and effects capabilities in an application-support protocol like this. If you were to open up a QuickTime movie or even an AVI file, and then you used the export command from the QuickTime menu, now you'll be able to recompress whatever it was you opened into a variety of different codecs that weren't there before. You will be able to convert them to still pictures, or TV, or put them into a camcorder. You'll see the ability to do filtering and change color spaces. None of that was available for Windows before."

Besides the strong cross-platform capabilities achieved by QT 3.0, the other major area of advancement is its Internet capabilities—Web connectivity has been trickled down throughout the architecture.

"QuickTime 3.0 and the new QuickTime Plug-in 2.0 together give you the right data rate to play through your machine without any user intervention," Weinstock says. "Imbed a single reference movie on your page, and it goes and finds one of the right resolutions based on the local client. So if I go to a page and I have a 28.8 modem, I will get an 80x60-pixels movie playing [illegible] frames per second with no intervention on my part. But if I'm on a LAN, I will get 320x240 pixels playing at 15 frames per second with high-quality audio. QuickTime 3.0 works with any HTTP server, [illegible] it [illegible] go through firewalls."

The text track, which had been given more adaptability in QT 2.5, is now Internet-empowered. "Because we can now imbed URLs in the text track, that [illegible] take you directly to a Web site for something like a larger text document, a graphic or a sound file," Weinstock explains. Further, "It provides all the components for creating automated 'slide tape'-type presentations that can be easily transmitted over the Internet. QT 3.0 is also ideal for creating videomail messages."

You may have heard of "fast track" global economic policies, but the new QuickTime has a fast-start on the Web. "Since QuickTime 2.5, we've made it possible for people to save their files in a fast start format." QuickTime 3.0 is now smart enough to cache a few frames of the movie ahead of the streaming data-rate and then gives you immediate playback so you don't have to download it to see what it is.



With its built-in synchronization, QuickTime makes it easy to synchronize sound, video, music, and other data tracks to a common time base.

As Weinstock explains, "Most of the developers now are creating QuickTime movies as a fast start movie [illegible] it automatically starts playing when you come to the page. This is codec-independent. [illegible] as we have low data rate codecs coming into QuickTime, both for audio and video, the ability to [illegible] the size of the video or lower the data rate to support things as low as 28.8 modems becomes much easier."

A good place to see this in action and try it out for yourself is at the CNN Interactive site *(http://cnn.com/)*.

QuickTime is one of Apple's technologies that [illegible] under constant R&D. If you go to Macworld, you can expect to hear about even more tweaks and enhancements for QT 3.0 to be announced by QuickTime Architect Peter Hoddie.

BOOKS FOR THE MULTIMEDIA PRO

It probably didn't take you long to get used to OS 8 and to appreciate the new improvements, but are you getting everything out of it that you can?

Lon Poole's *Mac OS 8 Bible* (IDG, 871 pp. $34.99) has everything you would need to know about this latest version of the Macintosh operating system. But more than 800 pages for what is still the most easy-to-use graphical user interface (GUI)?

Poole has revealed every aspect of the OS, so that you can wring out of it the best productivity, personalize it and customize it to the greatest degree, and manage the various needs of a workgroup. This Bible will help to part the Red Seas of conflicts and incompatibilities for deep troubleshooting. You'll find all the answers to installing and upgrading Internet and networking tweaks, the best utilities, AppleScript, System 7 legacy issues and everything else you'll need to know while waiting for Rhapsody.

But if all you really need is a more basic and portable guide to the GUI, or something to pass around to your co-workers to help them get up to OS 8-warp speed, then this slimmer tome will get right to the point. *Mac OS 8 Visual*

continued on page [illegible]

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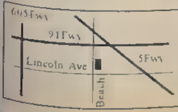

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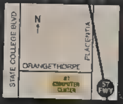

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	MX85120A	5.1GB	10mS	256K	3 Years	[illegible]
	MX86480D	6.4GB	[illegible]	256K	[illegible]	[illegible]
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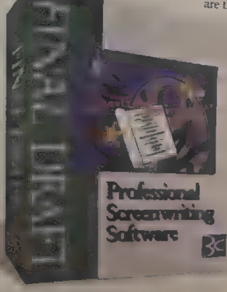
Screenplay Systems' Movie Magic Screenwriter Vs. B.C. Software's Final Draft

There are approximately 55,000 screenplays registered each year with the Writer's Guild of America. Many of those scripts are written on a word processor program jerry-rigged by a writer trying to emulate the unique format of a Hollywood script. These writers, and the rest of us who believe we have an idea for the next Hollywood blockbuster, are the target market for those software companies that have the inside track on screenwriting.



With only about 500 Hollywood movies made each year, development people involved in green-lighting a film are looking for any reason pass on your "Great American Screenplay." If your script looks unprofessional, they figure it is unprofessional. Even though most writers would rather spend their time and energy concentrating on plot turns and character development than futzing with margins on the printed page, you do not want to give the professional reader, who is probably just another struggling writer, any ammunition with which to shoot you down.

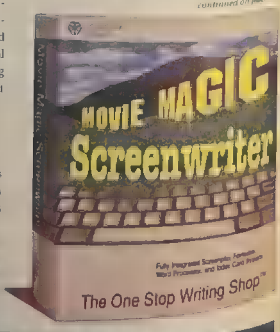
THE PLAYERS

Two of the main companies competing in this niche are Screenplay Systems, which makes Screenwriter, and B.C. Software, which makes Final Draft.

Screenplay Systems is the old-timer of show biz software, and is the only scriptwriting program to receive an Oscar. In 1994, the DOS version, then called Scriptor, won a technical achievement award from the Academy of Motion Picture Arts and Sciences. Along with Screenwriter, Screenplay Systems' Movie Magic software includes Movie Magic Budgeting and Movie Magic Scheduling. Screenplay Systems can happily boast that over 90% of the films nominated for Academy Awards in 1996 used Movie Magic software.

B.C. Software is a much newer entry in this

continued on page [illegible]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entry in this
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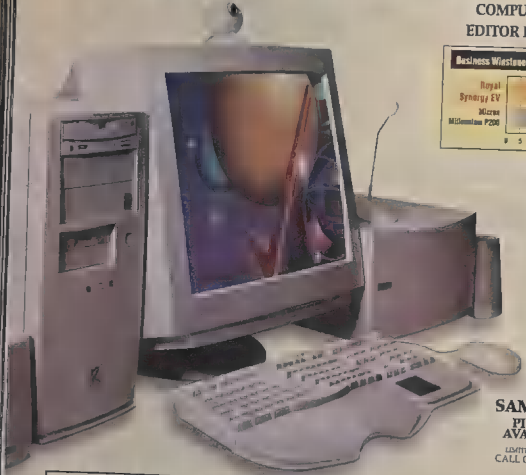

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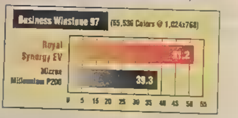

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SCRIPT WARE WARS

continued from page 222

arena. Final Draft and its companion budgeting and scheduling programs are 32-bit programs, written directly for Windows 95 and the newer PowerMacs. Macintosh enthusiasts Tom Hanks and Sydney Pollack are devoted Final Draft users.

SCRIBES AT WORK

Screenwriting software enables the first-time scriptwriter to present a finished product that looks every bit as professional as a screenplay by Lawrence Kasdan or Oliver Stone. A screenwriter faces many redundancies that software can make palatable. For example, a writer would have to center and type over and over character names such as "First Longshoreman" and "Second Longshoreman." With Screenwriter and Final Draft when you type "Tab f", and provided you've input First Longshoreman earlier in the script, First Longshoreman is typed out automatically, waiting to say, "Charlie, I could'a been a contender!"

Both programs also provide format options for theatre, film, situation comedy, or any specialty format. If you write it in one of the standard formats you can convert it to another format, depending on to whom you are pitching that day!

Screenwriter includes over forty different templates of current hit television series. You get all the character names and the individual script styles preferred by the producers of each show. This is the only program that provides a special animation format. Screenwriter has also developed scripting for multimedia presentations such as CD-ROM's and Interactive Games. The manual points out that "this was no easy task, putting what is basically a non-linear process into an inherently linear form."

Final Draft and Screenwriter are in fierce competition. Both provide excellent technical support and answer their phones quickly. Final Draft answers its phone in person while Screenwriter's phone mail system can, like all p-mail systems, be exasperating. The technical support people I spoke with at both companies were always courteous and very knowledgeable as we worked through the problems I was having.

Twice I stumped the folks at Screenplay Systems. They promised that my problems would be taken into consideration in writing the upcoming 32-bit version of Screenwriter. The first time had to do with blocking out groups of words and pasting other phrases in. It would lose or create extra spaces after the paste. The second problem was endemic to using the colon.

For some unknown reason, I had a notion that all my characters needed to have a colon after their name before they spoke. Thus throughout 119 pages of my screenplay, I had commanded all my dialogue to look like this:

BO:
Why did the King cross the road?
COMO:
I dunno.
BO:
Because it was better politics!

Colons were not supposed to be there, it should just be:

BO
Why did the King cross the road?
COMO
I dunno.
BO
Because it was better politics!

How do I get all the colons out? In Screenwriter I went to "search and replace" under the "search" menu. I typed in ":" at "search for". At "replace with" I did not enter anything. Screenwriter zipped through the script looking for standalone colons and found none. The solution here was to repeat the "search and replace" process for each of my forty-three characters—finding each name with a colon after it and replacing each name without a colon after it. Needless to say, it was a very tedious process, taking over an hour.

As an unexpected benefit, I found out exactly how many times each of my characters spoke! After each use of the "search and replace" command, Screenwriter reports how many times it found and replaced what you've asked it to.

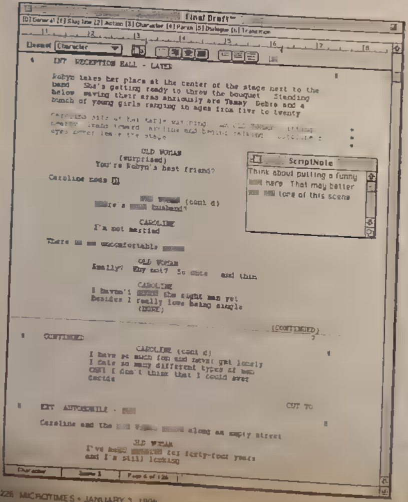
When I set Final Draft up against the same problem it took less than a minute to solve my colon-elimination problem (pun intended).

INTERFACE & HELP

Both a strength and a weakness, in many ways Final Draft felt derivative of Microsoft Word. On the

continued on page

> **B.C. Software is a much newer entry in this arena… Macintosh enthusiasts Tom Hanks and Sydney Pollack are devoted Final Draft users.**



Final Draft™
[0] General [1] Slug line [2] Action [3] Character [4] Paren [5] Dialogue [6] Transition
Element Character
ScriptNote
Character
Scene 1
Page 6 of 126

INT RECEPTION HALL - LATER

Robyn takes her place at the center of the stage next to the band. She's getting ready to throw the bouquet. Standing below waving their arms anxiously are Tammy, Debra and a bunch of young girls ranging in ages from five to twenty.

[illegible]

OLD WOMAN
(surprised)
You're Robyn's best friend?

Caroline nods.

[illegible] (cont'd)
[illegible] husband?

CAROLINE
I'm not married.

There is an uncomfortable [illegible]

OLD WOMAN
Really? Why not? [illegible]

CAROLINE
I haven't [illegible] the right man yet.
Besides I really love being single.
(MORE)

(CONTINUED)

CONTINUED:

CAROLINE (cont'd)
I have so much fun and never get lonely.
I date so many different types of men.
[illegible] I don't think that I could ever decide.

EXT AUTOMOBILE - [illegible] CUT TO:

Caroline and the [illegible] along an empty street.

OLD WOMAN
I've been [illegible] for forty-four years
and I'm still looking.

Think about putting a funny [illegible] here. That may better [illegible] tone of this scene.

through the
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writer The first
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enplay, I had
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road?
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ns out? In
nd replace'
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s and found
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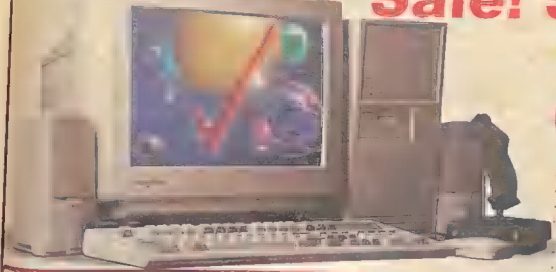

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[illegible]
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MPEG and [illegible]
[illegible]
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[illegible] (ACCELGRAPHICPORT)
[illegible]
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ATI [illegible] DVD

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MMX 233

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Resources

Calendar Of Events

Conferences, Shows, Special Events

January

January 3 Computer Fair. Sherman Square Entertainment Center, Reseda. National Productions. Contact: 1-800-800-5600, or URL: *http://www.lacomputerfair.com* .

January 4 MarketPro Computer Show & Sales. Scottish Rite Center, San Diego. MarketPro Shows. Contact: 1-800-708-7555 or URL: *http://marketpro.com* .

January 4 Computer Fair. Sequoia Conference Center, Buena Park. National Productions. Contact: 1-800-800-5600, or URL: *http://www.lacomputerfair.com*

January 10–11 Computer Fair. Fairplex Expo Complex, Pomona. National Productions. Contact: 1-800-800-5600, or URL: *http://www.lacomputerfair.com*

January 13–16 The 1998 RSA Data Security Conference. San Francisco. Contact: 1-800-340-3010, *info@lke.com* , [illegible] URL: *http://www.rsa.com*

January 17 Computer Fair. Earl Warren Showgrounds, Santa Barbara. National Productions. Contact: 1-800-800-5600, or URL: *http://www.lacomputerfair.com*

January 17–18 Computer Super Shows. Orange County Fairgrounds. Super Show Productions. Contact: (714)838-5941

January 18 MarketPro Computer Show & Sales. Scottish Rite Center, San Diego. MarketPro Shows. Contact: 1-800-708-7555 or URL: *http://marketpro.com*

January 20–22 Display Works '98. San Jose. Contact: (212)620-3380.

January 24 Computer Super Shows. Glendale Civic Auditorium. Super Show Productions. Contact: (714)838-5941.

January 24 MarketPro Computer Show & Sales. Community Center, Oxnard. MarketPro Shows. Contact: 1-800-708-7555 or [illegible]. *http://marketpro.com* .

January 24 Computer Super Shows. Riverside Convention Center. Super Show Productions. Contact: (714)838-5941.

January 25 ACP Computer Swap Meet. Santa Ana. ACP Superstore. Contact: (714)558-8813

January 27–28 SENET Career Expo. LAX Hilton Hotel, Los Angeles. SENET Career Expo. Contact: (626)336-8306, or URL: *http://www.senetcareer.com* .

JANUARY 10—11

Computer Fair

POMONA

Produced by National Productions, Inc., for over fourteen years, Computer Fair covers 100,000 square feet with over 300 exhibits featuring multimedia systems, notebook computers, software titles, modems, and other peripherals at discount pricing. Free prize giveaways every hour. Open 10–5 pm, admission $8. For more information, call 1-800-800-5600, *CMPlist@aol.com* , or URL: *http://www.lacomputerfair.com*

MARCH 16

Videonics "Thoughts & Dreams" Student Video Contest (Deadline)

Videonics, Inc. has announced [illegible] fourth annual "Thoughts [illegible] Dreams" competition, giving student videographers the opportunity to win valuable prizes for their schools and have their creative video entries evaluated by [illegible] Videonics panel of judges. Videonics will accept student-produced videos from schools across the country and judge the entries based on how well they communicate the "thoughts and dreams" of the student producers. All middle and high schools are invited to participate by submitting a short student-produced video. Winning schools will receive awards ranging from a Grand Prize of a $2,000 grant and [illegible] complete Videonics Editing Studio, to runner-up prizes such as the [illegible] Videonics MXPro Digital Video Mixer and TitleMaker 3000. Entries eligible for awards must meet the following guidelines: Videos must be [illegible] minutes or less on [illegible] VHS tape, the entry must [illegible] produced by students (faculty mentoring [illegible] acceptable); all entries must be accompanied by [illegible] official entry form; and [illegible] must be submitted no later than March 16, 1998. For more information, contact 1-800-338-EDIT, *info@videonics.com* , or URL: *http://www.*[illegible]

Classes, Seminars, Workshops

January

January 5–9 Implementing Windows NT Security. Los Angeles. Learning Tree International. Contact: 1-800-THE-TREE, or URL: *http://www.learningtree.com* .

January 5–9 Windows NT 3.51 Workstation and Server. Los Angeles. Learning Tree International. Contact: 1-800-THE-TREE, or URL: *http://www.learningtree.com* .

January 5–9 Digital Signal Processing: Theory, Algorithms, and Implementation. Los Angeles. UCLA Extension. Contact: (310)825-3344, *mhenness@unex.ucla.edu* , [illegible] URL: *http://www.unex.ucla.edu/shortcourses*

January 6–9 Hands-On Introduction [illegible] TCP/IP. Los Angeles. Learning Tree International. Contact: 1-800-THE-TREE, or URL: *http://www.learningtree.com* .

January 10 Oracle & Oracle Financials Class. Bellflower. Computer Resolutions. Contact: (562)804-0470, or URL: *http://www.computer-resolutions.com* .

January 12 Introduction to Microsoft Excel 97. Rolling Hills Estates, CA. NAFT Consulting and Training Center, Inc. Contact: (310)541-4849

January 12–14 Software Cost and Schedule Estimation. Los Angeles. UCLA Extension. Contact: (310)825-3344, *mhenness@unex.ucla.edu* or URL: *http://www.unex.ucla.edu/shortcourses*

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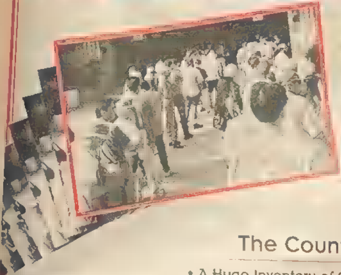

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January 17
Saturday
SANTA BARBARA
Earl Warren Showgrounds
Take Highway 101 to the Las Positas Exit. Follow the signs to [redacted] showgrounds

January 24 & 25
Saturday & Sunday
LAS VEGAS
Eastern Plaza
2601 South Eastern Avenue, one block south of Sahara Avenue.

January 31
Saturday
RESEDA
Sherman Square Entertainment Center
From [redacted] 101 Freeway take the Reseda offramp, go [redacted] [redacted] Sherman Way and turn right. Go [redacted] block to Canby Street. 18430 Sherman Way.

February 1
Sunday
BUENA PARK
Sequoia Conference Center
Take the Beach Blvd. exit off [redacted] 91 Freeway. Go [redacted] block north to 7530 Orangethorpe

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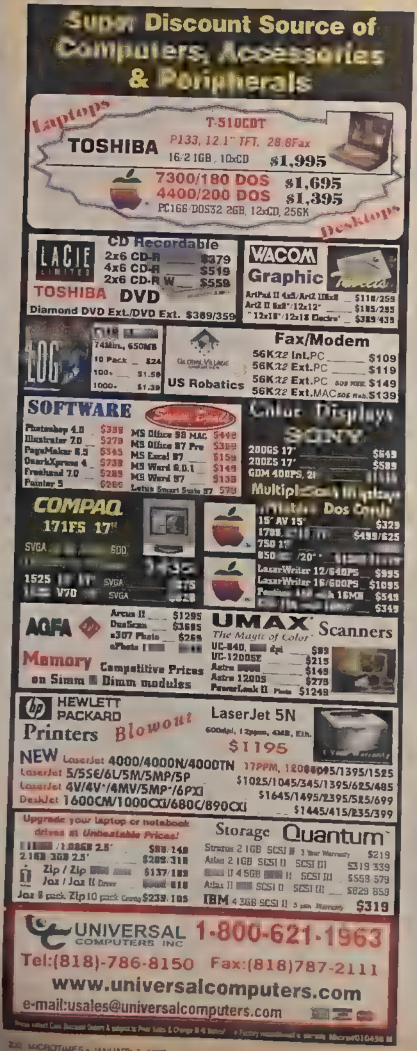

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MS Word 97 $139
Lotus Smart Suite 97 $79

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[illegible] $349

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1525 [illegible] SVGA $75
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DuoScan $3695
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ePhoto [illegible]

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Astra 1200S $278
PowerLook II Photo $1249

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IBM 4.3GB SCSI II 5 year Warranty $319

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Calendar Of Events *continued*

January 12–16 Windows ■ Support and Networking. Los Angeles Learning Tree International. Contact. 1-800-THE TREE, or URL *http://www.learningtree.com* .

January 14 Introduction to Microsoft Excel 97. Rolling Hills Estates, CA. NAFT Consulting and Training Center, Inc. Contact. (310)541-4849

January 14–15 Hands-On Intro to Photoshop. Santa Monica LAMG Contact: (310)319-1821, *lamg@lamg.org* , or URL *http://www.lamg.org* .

January 16 Hands-On Beginning Mac Class. Santa Monica. LAMG Contact: (310)319-1821, *lamg@lamg.org* , or URL: *http://www.lamg.org* .

January 17 Hands-On Adv. Beginning Mac Class. Santa Monica LAMG. Contact: (310)319-1821, *lamg@lamg.org* , or URL: *http://www.lamg.org* .

January 17 Intro to FileMaker Class. Santa Monica. LAMG Contact (310)319-1821, *lamg@lamg.org* , or URL: *http://www.lamg.org* .

January 17 Intro to ClarisWorks Class. Santa Monica. LAMG. Contact (310)319-1821, *lamg@lamg.org* , or URL: *http://www.lamg.org*

January 19 Introduction to Microsoft Excel 97. Rolling Hills Estates, CA. NAFT Consulting and Training Center, Inc Contact: (310)541-4849

January 21 Introduction to Microsoft Excel 97. Rolling Hills Estates, CA. NAFT Consulting and Training Center, Inc. Contact: (310)541-4849

January 21 Cyberstudio Seminar. Santa Monica. LAMG Contact (310)319-1821, *lamg@lamg.org* , or URL: *http://www.lamg.org*

January 23–24 Hands-On Intro to Director Class. Santa Monica LAMG. Contact: (310)319-1821, *lamg@lamg.org* , or URL: *http://www.lamg.org* .

January 24 Inter-Adv. FileMaker Pro Class. Santa Monica LAMG Contact: (310)319-1821, *lamg@lamg.org* , or URL: *http://www.lamg.org*

January 24 Intro to Photoshop Class. Santa Monica. LAMG Contact (310)319-1821, *lamg@lamg.org* , or URL: *http://www.lamg.org* .

January 27 Before You Buy A Mac Class. Santa Monica LAMG Contact: (310)319-1821, *lamg@lamg.org* , ■ URL. *http://www.lamg.org*

January 27–30 Developing A Web Site. Costa Mesa Learning Tree International. Contact: 1-800-THE-TREE, ■ URL. *http://www.learningtree.com* .

January 27–30 Hands-On Java Programming. Los Angeles. Learning Tree International. Contact 1-800-THE-TREE, or URL *http://www.learningtree.com*

January 27–30 Objects, Relations, and Object/Relational Databases Los Angeles. UCLA Extension Contact: (310)825-3344, *mhennesse@unex.ucla.edu* , or URL: *http://www.unex.ucla.edu/shortcourses*

January 28 Finding A Job Using The Internet. Santa Monica LAMG Contact (310)319-1821, *lamg@lamg.org* , or URL *http://www.lamg.org*

January 28–29 Hands-On Inter-Adv. Photoshop Class. Santa Monica LAMG Contact (310)319-1821, *lamg@lamg.org* , or URL *http://www.lamg.org*

January 31 Hands-On Preparing Web Graphics Class. Santa Monica LAMG. Contact (310)319-1821 *lamg@lamg.org* or URL *http://www.lamg.org*

January 31 Beginning Mac Class. Santa Monica LAMG Contact (310)319-1821. *lamg@lamg.org* , ■ URL. *http://www.lamg.org*

January 31 Photoshop Power Class. Santa Monica. LAMG Contact (310)319-1821, *lamg@lamg.org* or URL *http://www.lamg.org* ■

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Jan. 17/18 Sat/Sun $5. ORANGE COUNTY FAIRGROUNDS (Costa Mesa)
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Jan. 24th Sat. $5. GLENDALE CIVIC AUDITORIUM (City of Glendale)
1401 N. Verdugo Rd, 2-Fwy to Mountain, Westbound to Corner of N. Verdugo

Jan. 25th Sun. $5. RIVERSIDE CONVENTION CENTER (Riverside)
3443 Orange St., 91Fwy to University, Westbound to Orange

FEBUARY 1998

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Feb. 14th Sat. $5. GLENDALE CIVIC AUDITORIUM (City of Glendale)
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Feb. 15th Sun. $5. RIVERSIDE CONVENTION CENTER (Riverside)
3443 Orange St., 91Fwy to University, Westbound to Orange

Feb. 21-22 Sat/Sun $5. ORANGE COUNTY FAIRGROUNDS (Costa Mesa)
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MULTIZONE

AceWeb Network. Multizone (818)891-0397 782-3589, 240-6356, (805)257-1690; (213)255-1603, (310) 479-6375. URL *http://www.aceweb.net* Internet access, PPP, chat, files, TradeWars, MUD, MatchMaker, forums, 500 CDs, free trial period [Exp #174]

Brain Toys [redacted]. Multizone (818)988-3550, 557-8697, 707-4476, 700-9877, (213) 255-2495, (310)858-0070 MajorMud, 32 lines, TradeWars, DOOM 2, Backgammon, chat. Full Internet access, free trial, [redacted] ages [Exp #174]

Coffee Break BBS. Multizone (310)425-5710, 320-5000, (714)670-6500, 572-8800, 537-4300 262-1200; (818)961-1700, 447-6100, 797-6400 General interest, 20 lines, chat, MajorMud, TradeWars, files, email Free trial Ultimate caffeine buzz! Sysop Coffee [Exp #176]

[redacted] BBS—The Electronic Garden. Multizone (310) 352-4189, (562)421-2420, (714)548-1900, 528-7226, (818)336-9322, (909)279-[redacted]. Telnet edenbbs.com 24 hrs , 14,400–28,800 75 lines Games, chat, adult social club MajorMud Matchmaker Free two-week trial Sysop Daniel Vesely [Exp #174.]

[redacted] Quadrant BBS. Multizone (714)848-3048, (562)598-3620, tc gammaquad.com port [redacted] hrs , up to 33,600, FirstClass system. Star Trek-themed Mac/PC file [redacted], [redacted] groups and Internet email. OneNet [redacted]. Prices from [redacted] $19 95/year [Exp #174]

[redacted] California. Multizone (562)407-1300, 507-1321, (310)407-1321, (714)849-[redacted] 792-0460, 768-3318, 995-3566, (818)585-1974, 702-8708, 444-6560 783-4316, 842-9275, (909)824-0745. Telnet kincyb.com 24 hrs up to 33,600 MMUD, three chat areas, Game Connection, full Internet access, free trial [Exp #176]

Miller's Party Board. Multizone (213)569-9191, 727-0251, (310)815-0117, 212-3469, (562)425-7264, 929-4304, (626)577-5880, 961-2458, (714)220-0887, 537-4436, (818)240-8296 769-2302, 882-0142, Telnet mpb com 24 hrs , 28,800 Chat, MajorMud, TradeWars 2002, full Internet access forums, library modem/live gaming Seven-day free trial. Sysop Jack Stern [Exp #176]

The End Of The Line [redacted]. Multizone (626)296-1169, (818)783-4575, (213)666-0166 24 hrs , Customized software, hosted chats, MatchMaker, Farwest Trivia, intelligent pubs CDs, live social events, free trial Sysop Boots [Exp #174.]

310

Los Angeles Macintosh Group BBS. (310)451-LAMG 8-N-1, 24 hrs FirstClass, 16 lines [redacted].000 calls/month Shareware, forums include DTP, multimedia WWW employment exchange, classifieds, more [Exp #176]

South Bay Apple Mac User Group [redacted]. (310)792-8083 FirstClass Large library, multiple conferences URL *http://www.sbamug.org* [Exp #176]

Turbo Time BBS. (310) 642-7519 8-N-1, 24 hrs 300–14,400 New [redacted] interface! Come [redacted] the changes! Files, messages, [redacted] [redacted] Sysop [redacted] [redacted] [Exp #176.]

562

[redacted] BBS. (562)598-8719 8-N-1, 24 [redacted], 33,600 ANSI/RIP, subs, files, games, multi-line/networks, free [redacted]. WWIV v4 24a Log on [redacted] "guest." Sysop [redacted] [redacted] [Exp #176.]

Datecom Online Dating Service. (562)799-6191 9600–28,800 [redacted] personals, chat, private email, entertainment. [Exp #176]

Telery. (562)494-0909, Telnet telery com, URL: *http //www telery com* Chat, online casino, games, LORD, trivia, free Internet email/homepage Sysops Cobra [redacted] LUS [Exp #179]

Twilight Hills BBS. (562) 868-8470 [redacted] hrs , 14,400–28,800 TradeWars 2002, MajorMud, chat, doors. Free trial Sysop Curtis Parker [Exp #174.]

626

The Butler Hall BBS. (626)918-5757 918-1719, 931-2432 24 hrs 28,800–33,600 Over 102,000 files INTERBBS games, 20 1 ratio after call-back verification No fee Sysop Ron Cohen [Exp #175]

714

The Midnight Mission BBS. (714)848-6808 8-N-1, 24 hrs , 2400–33,600 Large game/file areas Full access with call-back Sysop Marty Strech [Exp #176]

The VIBA Connection (714) 454-7751 8-N-1, [redacted] hrs., Up to 33,600 Free access Files, games, forums, CD-ROM filebase Since 2/94 Sysop Robert Coop. [Exp. #175]

805

SCV PC-Users Group BBS. (805)291-1002, 291-1003 24 hrs , 2400–14 400 Files Intelec email, Wildcat BBS [Exp #174]

818

Earthquake City BBS. (818)368-3337, URL *http://members tripod.com/~eqcitybbs/index.htm* [redacted]-N-1, 24 [redacted] 33,600 Free. All [redacted] Files, messages games Fee for Internet email 1GB [redacted]. Sysop [redacted] [redacted] [Exp #176]

Ethereality [redacted]. (818) 884-6700 [redacted] 400–33,600 Free user level [redacted] files [redacted] TW, BRE Coolest BBS [redacted] [redacted] start at $3.00. [redacted] #176]

USER GROUPS

AMIGA

Amiga—San Gabriel Valley (ATUG). Meetings: 3rd Sat., 11 am–4 pm, 1st Southern Baptist Church, 4856 No. Golden West Ave., Temple City Contact Steve, (626)285-6424. [Exp.#179]

ATARI

ATESIG—Atari 8-Bit SIG. 145 Surf Pl , Seal Beach Cooperative user group for model railroad applications Contact (562) 430-5433 or *d.mcallister2@genie com* [Exp #176]

COMMODORE

C=TUG. Meetings: 2nd [redacted] 4th Sun , 12 00–4 30pm, 170 S Olive, Orange. For friendship, advice, and Commodore computer help A library of PD disks, monthly newsletters and much more Contact Lou Palush, (714)532-1802 [Exp.#176]

Commodore—Apple Helpers of Long Beach. Meetings 2nd Sat , 9:00 am Community Presbyter-[redacted] Church, 6380 Orange Ave , North Long Beach Dues are $24 and include a bi-monthly publication with two PD disks Contact Carol Martin *Camaron@earthdome.com* [Exp.#176.]

IBM AND COMPATIBLES

Greater South Bay PC Users Group. Meetings 2nd Thurs , 7 30 pm Torrance Recreation Center, behind Torrance main library Contact (310)373-3989, or *bob hudak@tsbbs com* [Exp.#179]

Long Beach IBM PC And Compatibles Users Group. Meetings 3rd Wed , 7 00 pm Masonic Temple, 5155 [redacted] Pacific Coast Hwy , Long Beach We welcome the [redacted] [redacted] the experienced BBS, [redacted] library newsletter, SIGs Contact Jim Wells, (310)439-7114 [Exp.#175]

Los Angeles Computer Society. Meetings 2nd Tues , 7 00 pm, Robert Frost Auditorium, Culver City High School, 4401 Elenda St , Culver City Door prizes, vendor presentations, product review, special interest groups, [redacted]S w/Internet email Contact (310)471-2726, or URL *http //geocities com/~lacspcug/* [Exp #179.]

NOCCC (North Orange County Computer Club). Meetings 1st Sun, 9 00 am Chapman University, 333 N Glassell Ave , Orange Speakers [redacted] hardware/software/Internet, 25 SIGs, demonstrations, newsletter, helpline, raffles, consignment [redacted], member benefits Call (714) 998-8080 [redacted] URL *http://www noccc.org* , [Exp #176.]

Saddleback Valley PC Users Group. Meetings: 3rd Sat., 9.00 [redacted], Saddleback College, 28000 Marguerite Pkwy , Room 205, Business and General Studies Bldg., Mission Viejo Newsletter, question/answer period demos, shareware software library Beginners or experienced users are welcome Contact: (714)582-4623 [redacted] *Jvman1@aol com* [Exp.#175]

San Gabriel Valley Technology Users Group. Meetings 2nd Fri , 7.00 [redacted], Arcadia Park Senior Citizen's Center, 405 S Santa Anita Ave , Arcadia Support for Tandy and [redacted] compatibles BBS newsletter, RAM session Contact Jack Nock (818)578-0411 or *jack nock@worldnet att.net* [Exp #176]

Santa Clarita Valley PC Group. Meetings 2nd Weds , 7 00 pm, Valencia Town Center Community Room Contact (805)298 [redacted] [Exp #179]

SCV PC-Group. Meetings 2nd Wed , 7 00 pm Valencia Town Center Community Room Contact (805)298-1680 [Exp #175]

Southern California Computer Society. Meetings 4th Tues , 7 00 pm, Farmers & Merchants Bank, Rossmoor Mall 12535 Seal Beach Blvd Los Alamitos For all interested in IBM and compatible computers newsletter $20/yr Contact Don Schmidt, (562)424-4634 [Exp #176]

Thousand Oaks Personal Computer Club (TOPCC) Meetings 4th Thurs , 6 00 pm, Goebel Senior Center 1385 E. Janss Rd Thousand Oaks Programs are targeted at novice to expert levels of computer knowledge Contact Harry (805)495 8325 or Eli, (805) 496-8053. [Exp #179]

Valley Computer Club (VCC). Meetings 2nd Tues., 7 00 pm Burbank YMCA, 321 E Magnolia Blvd , Burbank (wheelchair access) Vendor presentations, SIGs, newsletter All welcome Contact Grayce Hruda, (818)842-3707, *burvally@pacificnet net* or URL *http //www pacificnet net/~burvally* [Exp #179]

INTERNET

Orange County Java User Group. Meetings 3rd Wed 6 30 pm, Novell Regional Sales Office 18101 Von Karmon Ave , Ste 500 Irvine An organization of Java developers helping Java developers Meetings consist of vendor and developer presentations Contact URL *http* [illegible] *idea com/~ocjug* [Exp.#175]

KAYPRO

KAYOS Kaypro User Group. Meetings 4th Tues of even months 6 00 pm El Segundo Library Mariposa and Richmond streets Contact (310)[illegible]-8339 [Exp #179]

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Resources

USER GROUPS continued...

MACINTOSH

Champions Of The Mac Proletariat (CHOMP). Meetings 4th Thurs., 7 00 pm. Bauer Forum, Claremont McKenna College, Claremont. Q&A, raffle of useful software, vendor presentations; exchange views, opinions, expertise. Contact Al Seltzer, (909)626-7784 or *AlSeltzer@aol.com* or Mitch Cohen, (909)605-1000, ext 11, or URL *http://www.chompmug.org* [Exp.#179.]

Los Angeles Macintosh Group (LAMG). Meetings: 4th Thurs., 7 30 pm. Call for location. Vendor presentations, raffle, 25+ SIGs, seminars, BBS, monthly magazine. Guests welcome. Contact: (310)319-1821 or URL *http://www.lamg.org* [Exp.#176.]

MacWomen Users Group. Meetings: 3rd Sun., 2 00 pm, LAMG Resource Center, Santa Monica. Join us for demos, discussion and troubleshooting for the Macintosh Network among fellow Mac-using women in a variety of careers. [illegible] welcome. Contact Darlene Roker, (213)874-2211. [Exp.#176.]

South Bay Apple Mac User Group. Meetings Last Wed., 7:30 pm, Knob Hill Community Center, 320 Knob Hill, Redondo Beach. Newsletter, PD library, demos, and software raffles. Contact [illegible] W. Mitchell, (310)644-3315 [Exp.#176.]

West Orange County Mac User Group (WOCMUG). Meetings last Tues., 7 00 pm. Emerson Elementary School, 2625 Josie, Long Beach (Palo Verde and Willow). The "Friendliest Mac Club Around" features the latest news about Mac, Q&A, vendor presentations, demos, raffles and a newsletter. [illegible] Lynn, (714)892-8910 [Exp.#176.]

MISCELLANEOUS

Glendora Seniors Computer Club. Meetings 2nd [illegible] 133 E. Foothill Blvd., Glendora, CA 91741. Software demonstrations by vendors and members. Open discussions on hardware & software. Troubleshooting help. Contact: (626)914-0560 [Exp.#175.]

NETWORKING

OCNET—Orange County NetWare Users Group. Meetings 2nd Tues., 6:30 pm, Novell, 18101 Von Karmon, 5th floor, Irvine. Specializes in Novell NetWare solutions. Contact (714)258-7832 [Exp.#182.]

Orange County Linux Users Group (OCLUG). Meetings 1st Sat., 7 00 pm. See Web site for location. Supports Linux users in solving their hardware/ software/networking problems. Contact *Richard_Earhart@compuserve.com*, or URL *http://www.oclug.org* [Exp.#175.]

WINDOWS

Power Graphics User Network (PGUN). Meetings last Tues., 7:30 pm, Glendale. Windows-based graphics and publishing applications (CorelDRAW, Ventura Publisher, Picture Publisher, Kai's Power-Tools) and techniques for image editing, Web Design, 3-D, multimedia, etc. Contact Randy Tobin (818)955-5830 [Exp.#176.]

VANTUG—Valley Area NT Users Group. Meetings 2nd Tues., 6 30 pm, MicroAge, 8120 Balboa Blvd., Van Nuys. Beginner to advanced presentations, Q&A, SIGs, excellent topics. Contact Jim Webster (818)710-1800, *jweb@dishnet.net* or URL *http://www.vantug.org* [Exp.#179.]

WINNERS—WINdows usERS. Meetings 2nd Sat., 9 00 am, Orange Coast College, Science Bldg., Room #149, 2701 Fairview Rd., Costa Mesa. All Windows covered, industry speakers, tips and tricks. Software library, newsletter, Internet SIG. Everyone welcome. Contact (714) 644-5782, or URL *http://members.aol.com/ocwinners* [Exp.#176.]

ASSOCIATIONS

AITP—California Southland Association of Information Technology Professionals. Meetings 3rd Wed., 6 30 pm, Gateway Plaza Holiday Inn, 14299 Valley View, La Mirada (I-5 at Valley View exit). A professional association providing new technology, management topics, networking, and education to the Orange County/ L.A. area. Contact Cathy Grammer-Margolin, (714)647-1617 or 645-5950. URL *http://members.aol.com/calsoudpma* [Exp.#179.]

Independent Computer Consultants Association (ICCA). Meetings 2nd Thurs., [illegible] pm, Sportsman's Lodge, 12825 Ventura Blvd., Studio City. An organization promoting professionalism, excellence and ethics in the provision of computer services and awareness of the availability of such services by independent professionals. (213)872-1811 [Exp.#17[illegible]]

Internet Developers Association. Meetings last Tues., 7 00 pm, 21st Fl., 1999 Ave. of the Stars, Century City. Hook up with fellow Web developers and service providers. Free presentations at each meeting. Contact Connie [illegible] (310)397-6854 [Exp.#1[illegible]]

Webmasters' Guild. The country's first professional association of Webmasters is establishing an [illegible] chapter. Contact [illegible] Blasa [illegible] [Exp.#1[illegible]]

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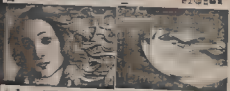

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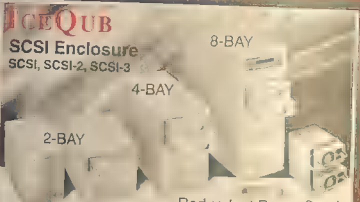

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SCRIPT WARE WARS

continued from page 226

other hand, I grew to appreciate Screenwriter's non-Windows 95 design.

Final Draft's spell-check works similar to MS Word. This can make the transition from your old word processing program easy. Unfortunately, this also means that it often covers up the work it is checking. Plus, for "repeated words," like Word, Final Draft's warning message is easy to miss in the heat of a deadline. By comparison, Screenwriter has a look all its own. When you spell-check in Screenwriter, a huge red and yellow arrow comes out and points to the word it is checking. The "repeated word" warning appears in a differently shaped box that kept me on my toes during the sometimes hypnotic experience of checking a lengthy tome.

Final Draft stores your scripts automatically in "My Documents" while Screenwriter stores them in a folder it creates on the c:\ drive.

Compatibility-wise, the two programs don't like each other. A document created in Screenwriter can not easily be imported into Final Draft. Though I had no problem importing to Screenwriter from Final Draft.

"Help" was more thorough in Screenwriter than Final Draft. For instance, changing case after a "Caps Lock" mis-stroke was a bear for me in Final Draft. After searching and not finding "change case" or "capitalization" in the "Help-Index" or even in the Users Manual, I found something called "Toggle Case Button." The "Help" topic window explained exactly what I needed to do, but offered no information on what or where to find the "Toggle Case Button." Finally, I noticed a small "a" with an arrow pointing to a capitol "A" on the toolbar. Eureka! The "Toggle Case Button!" In Screenwriter, "Changing the Capitalization" is a topic in the "Help" index, whew...easy!

To show you how fast the Script Ware War is going I have only had Movie Magic's Screenwriter since May 1997, and B.C. Software's Final Draft since August 1997. Both companies have released nicer-looking and more functional versions since I first started writing the easy way.

These two are excellent programs and cost about same. If you are on Mac, it's Final Draft, if you [illegible] that Bill Gates feel, it's Final Draft again. When Screenwriter is 32-bit it will be a coin toss. The production company which buys your script may like you better if you've generated your blockbuster on Screenwriter. I happened to have learned on Screenwriter and have an animation script, so I feel partial to it. One wonders how the classic films were ever written without 32MB of RAM, spell-check, and an auto-type function.

When I have a glitch, or I can't understand why Change Case isn't in the pull-down menu, I have to remember to be grateful for the talent and perseverance of writers like Clifford Odets, who, while seated next to a radiator on the edge of his cot in a cold-water flat, balanced his typewriter on his knees to write his first labors of love. ■

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RESOURCES:

Final Draft ($299)
B.C Software Inc.
1-800 231-4055
URL: *http://www.bcsoftware.com*

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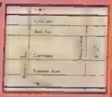

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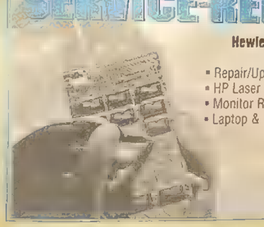

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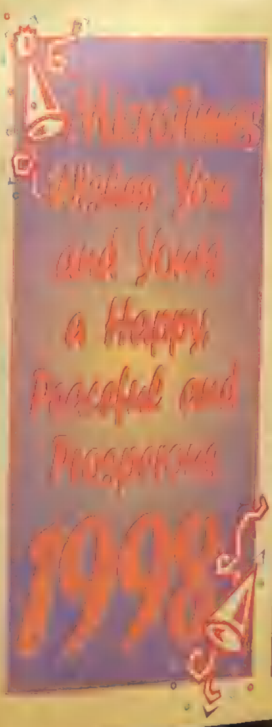

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continued from page 218

QuickStart Guide by Maria Langer (Peachpit, 304 pp, $17 95) helps you set up OS 8, use utilities and applications—even PC files—and make tight connections to things like printers and the Internet. PowerBookers will appreciate their own chapter on optimizing and surviving on the road.

> Lon Poole's Mac OS 8 Bible has everything you would need to know about this latest version of the Macintosh operating system. But more than 800 pages for what is still the most easy-to-use graphical user interface (GUI)?

Web & New Media Pricing Guide by JP Frenza and Michelle Szabo (Hayden, 295 pp, $40.00) provides a valuable perspective for all of us media workers. It covers the factors that go into configuring costs and prices for Web and multimedia work, creating proposals and budgets, and other aspects of the new media marketplace, such as project management, intellectual property rights, and copyrights. This edition is already out of date, and may cite costs that would be higher in the San Francisco Bay Area, but the price guides are scaleable to reflect rate changes. Whether you are luring or aspiring, this material can help to fine-tune your reality checks. ■

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New Game? Need Help?

continued from page 163

It was an interesting experience reading game guides before, during, and after playing the games. In all cases I found that the guides enabled me to play the game while accommodating my own tolerance levels for frustration and boredom. And it kept me at the games over more consecutive days, instead of dropping them and coming back much later—destroying the pace and buildup that is important [illegible] many of these games.

But then, I've been known to read the end of stories to find out if the conclusion warrants the investment of my time and energy into the characters.

The hardest part of doing the research for this article was knowing the solutions and watching my friends thrash about. When I'd ask them if they wanted to know a hint, they'd say, "No No."

But their eyes said, "Yes Yes." ■

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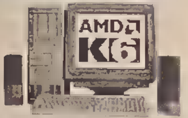

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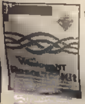

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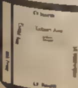

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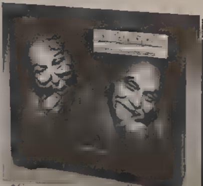

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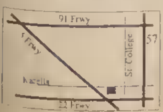

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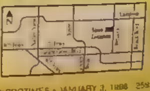

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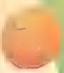
You Won't Get a At  Computers.

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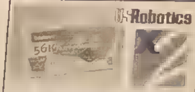

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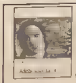

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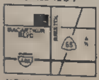

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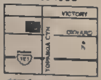

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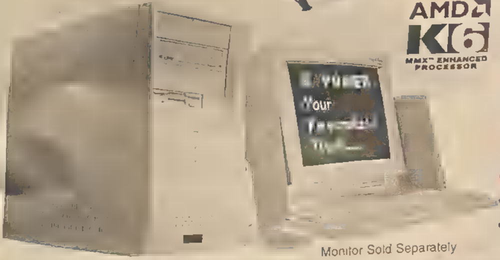
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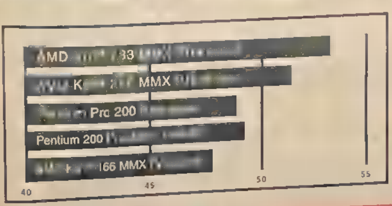

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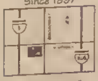
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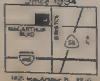

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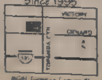

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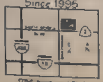

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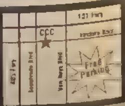

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What's your trade show IQ?

Most people take trade shows too seriously. Here's a valuable trade show IQ test that I worked up so you can test yourself and see how you rate as a trade show attendee.

1. Before going to the trade show you must plan ahead. Which of the following best applies to your planning?

a) Find out who else might be there and make appointments to see them in advance.

b) Wait for people to call you to make the appointments.

c) Wait until the last minute to make appointments.

d) Tell everyone your calendar is full and make NO appointments so you can goof off the whole time.

2. You have to stay someplace. When deciding how much to spend on a hotel do you:

a) Find a high-quality inexpensive hotel and book months in advance?

b) Get a cheap room in a luxury hotel and book months in advance?

c) Get what you can at the last minute?

d) Find a suite and tell the bookkeepers that's all that was available.

3. Which of the following best describes your morning while you're attending a trade show?

a) Get up at 7 am. Shower. Read the morning paper. Go to an 8 am sales meeting or product introduction breakfast.

b) Get up at 7 am. Shower. Order room service and have a big breakfast. Review previous days notes and the day's schedule.

c) Get up at 8 am. Shower. Have a continental breakfast. Read the paper and go straight to the show.

d) Sleep in until 11 am and tell the boss you had appointments all morning.

4. How do you like to approach your first encounter with the exhibit halls?

a) You start by sitting down with the guide to the show and with your Day-Timer to carefully map out the days activities.

b) Go straight onto the show floor to see what seems important and new.

c) Go onto the floor and ask people if they've seen anything interesting, then go there.

d) Look for the booths with the cutest hostesses and go there.

5. When in a booth or exhibit area do you mostly:

a) Find a company representative and have him show you what's important?

b) Wander around the area and read each blurb on the walls near the products?

c) Pick up some literature and leave a card?

d) Hit on the hostesses and try to get a date for that night?

6. After the show closes for the day do you mostly:

a) Go back to the hotel and review what you did that day and make preliminary plans for tomorrow?

b) Discuss the show with a partner?

c) Go back to the hotel and watch TV?

d) Go directly to the hotel events board and find where the hospitality suites are, and then go there to get free drinks?

7. What best describes your attitude towards drinking at a hospitality suite?

a) Order Calistoga water or Perrier with a twist and make it known you have to be clear-headed. After all, tomorrow is a busy day.

b) Have one micro-brew then leave.

c) Have a couple of glasses of wine.

d) Look into the bar area and find the most expensive cognac they have. Order it. Minimally, if they don't have a decent cognac, complain to the party giver.

8. When a hospitality suite has food do you:

a) Have a few pieces of the most healthy foods highlighting the celery and dip?

b) Eat only cheese?

C) Eat some lean roast beef?

D) Pig out on lobster and crab?

9. When invited to a big evening event such as a rock and roll party, what do you do?

a) Decline the invitation because there are better ways to spend your time.

b) Go to the party in hopes that you can make a few business contacts.

c) Go to the party to unwind.

d) See if you can get more invitations and hand them out to people as though you're a big shot.

10. After a big trade show is over and you return home, do you:

a) Review the show with associates? File the brochures and make notes on who to call for follow up?

b) Go back to work, write a short memo about the show and brief other employees?

c) Put the show out of your mind for a few days and place the literature in a basket to be read later?

d) Moan and groan about how tough the show was and how you need a vacation?

Scoring: For each answer where you said "A" give yourself 10 points. "B" scores 6, "C" scores 4 and "D" scores zero.

If you scored 100 points, you are one heck of an employee. You take the job so seriously that it is doubtful whether you really need to go to a trade show.

80–100 means you show some signs of improvement over the perfect score. At least you think about something other than business once in a while.

50–80 is the normal range for the modern show attendee. You are simply normal if you fall into this category.

1–50 means you try your best to mix business with pleasure.

A score of zero indicates you are one heck of a party animal. Congratulations. If anyone has fun at a trade show it's you. ■

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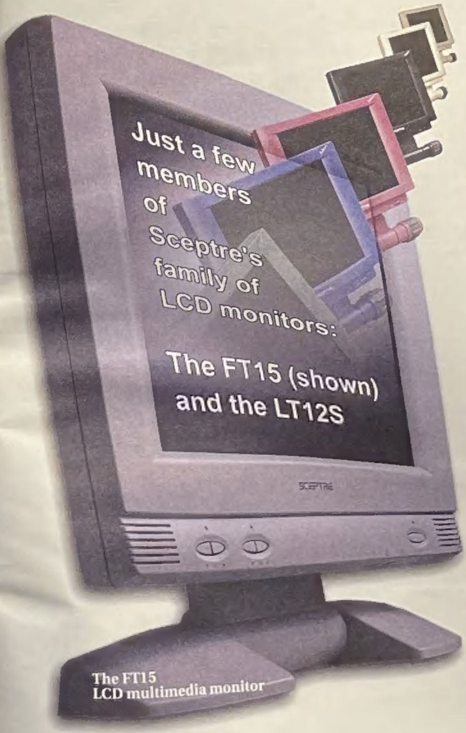
Been There, Done That!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